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CHARACTEROLOGY

AN EXACT SCIENCE

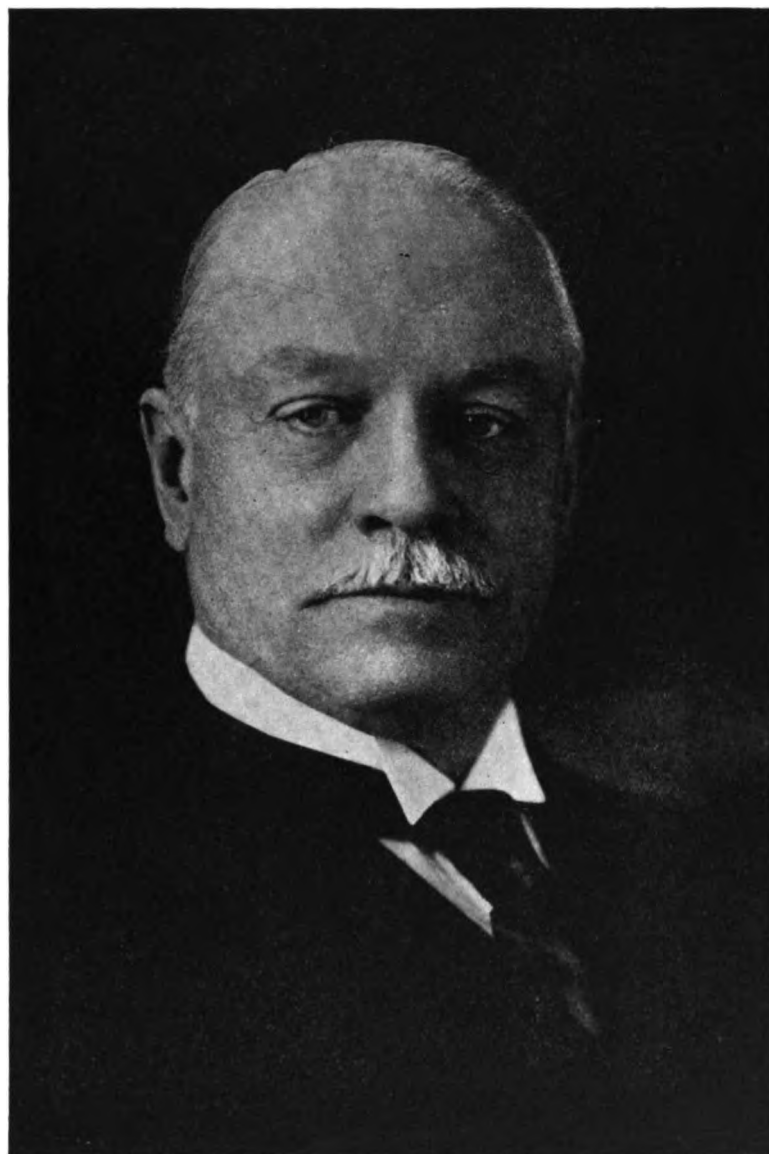
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1925



L. Hamilton W. Cornwell

INVENTOR, AUTHOR, AND SCIENTIST

The first to formulate exact working rules for analysis of character, standardizing the whole subject of character reading, and making the science of "Characterology" available to all mankind.

Lesson I

STUDENT'S COURSE IN
CHARACTEROLOGY

AN EXACT SCIENCE

IN FIFTEEN LESSONS

EMBRACING PHYSIOGNOMY, PHRENOLOGY AND
PATHOGNOMY, RECONSTRUCTED, AMPLIFIED,
AND AMALGAMATED, AND INCLUDING
VIEWS CONCERNING MEMORY AND
REASON AND THE LOCATION
OF THESE FACULTIES
WITHIN THE BRAIN
LIKEWISE
FACIAL AND CRANIAL
INDICATIONS OF
LONGEVITY

BY
L. HAMILTON McCORMICK

ILLUSTRATED

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G.

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**TO THE STUDIOUS, TO THE AMBITIOUS, AND TO ALL
THOSE WHO WISH TO SURPASS THEIR FELLOW
MEN, THIS STUDENT'S COURSE IN THE
SCIENCE OF CHARACTEROLOGY
IS DEDICATED**

THE problem of the age is man. The controlling element in man is the brain. The most profound mystery of the brain is its occupant, the mind, and as it is upon the variety of mind that character depends, it is in regard to the mind and its dispositions that this work is concerned.

* * * * *

The brain is a stately volume of knowledge, a library for reflection and study, a stage for the drama, both comedy and tragedy, a religious organization, a school of languages, a musical auditorium, an art institute, the home of wit and humor.

* * * * *

The mineralogist observes beauties of detail in the stones of the earth which others see not. The botanist beholds wonders in plant life which are unobserved by the world at large. The astronomer peers into the depth of the universe and contemplates the infinite, while the psychologist investigates God's greatest work, the mind.

* * * * *

The mind of man is wonderful, but the mind which can comprehend the mind of man is wonderful indeed.

* * * * *

And when the Creator decided to surpass all His great works he made man, and the greatest gift which he bestowed upon man was character.

* * * * *

A man is deemed illiterate who cannot read books, but the day is not distant when his inability to read the character of his fellowman will be considered the height of illiteracy.

* * * * *

He who can place his brain under strict control and can circumnavigate it and penetrate it, analyze it and understand it, and decide as to its precise value and merits as a brain, both individually and in comparison with other brains, has laid the foundation of true wisdom.

* * * * *

Every man, every day, is discovering himself. He is becoming acquainted more intimately with his ego. Man's brain is a mine of precious things which can constantly be brought to light by one who thinks. Thought like the X-ray penetrates to the innermost secrets of the unknown.

* * * * *

There is no occupation of greater importance to man than the study of man.

GENERAL INSTRUCTIONS TO THE STUDENT

CHARACTEROLOGY, like every other science, requires application in proportion to the desire for knowledge of the subject. The student must be serious in his purpose, and systematic in his endeavors, in order to acquire the basic rules and principles laid down in this system in the shortest time. He should first read the Lessons without memorizing details as he will thus obtain a general outline and a surface knowledge of the field. Subsequently, the Lessons should be studied thoroughly, and in order, and the ambitious learner *should reinforce study with practice, at every step*, if he wishes to develop his power to analyze character to a high degree. *Practice is the chief element of success.*

In studying the system of Character Reading set forth in these Lessons, every principle should be applied immediately. All statements are to be proved by experience and the beginner is to constitute himself a critic from the start, but he must not place too great confidence in his early criticisms.

It will be found that one Lesson leads up to another, and that the whole system is built up logically and conclusively.

The side notes throughout these Lessons are to be observed by the student in review and for reference, or in searching for the location of particular material. They are not to be noted in the continuous reading or study of the Lessons.

The questions at the end of the Lessons are not intended to cover the entire ground contained in the text, but to point out many of the highlights of the science. Students must encompass all intervening matter as well, and to this end they can prepare a list of additional questions themselves and after an interval answer them. *They must above all be conscientious in their examination of their own knowledge and ability.*

The student should review the questions referring to

**THE STUDENT MUST
REINFORCE STUDY
WITH PRACTICE**

**THE SIDE NOTES
ARE TO BE OBSERVED
FOR REFERENCE**

**HOW TO USE THE
TEST QUESTIONS**

Lesson I by number and write answers to the same without consulting the text, not attempting to repeat the words in the text but the substance in his own language. He should then compare his answers with the text and see if his ideas are the same. He should mark off questions which he has not answered correctly and concentrate upon them. Later on he should again write out answers to these questions. By this method of gradual elimination he will ultimately become acquainted, in substance, with the answers to all of the questions. When this has been accomplished, he should tear up his answers and repeat the process until he is *thoroughly acquainted* with the meaning of the entire lesson.

**IMPORTANCE OF
REVIEWING THE
LESSONS**

He should then abandon this lesson and proceed in a similar way with Lesson II, and after the interval which will take place in becoming acquainted with this Lesson he should review Lesson I in the same way, precisely as he did originally, in order to make sure that he has not forgotten what he previously learned. He should then again review Lesson II, and later Lesson III should be studied, and ultimately all lessons in turn. Thus by repetition he will continually fortify himself in regard to the knowledge he has acquired. Ultimately, by this process, he will arrive at an accurate knowledge in regard to each and all of the lessons and of the science of Characterology.

**STUDENT MUST
UNDERSTAND AS HE
PROCEEDS**

The aim of the student should be, not to acquire textual information, after the manner of parrot talk, but the substance contained in the text, in a practical, useful form. He should understand the meaning of all that he learns as he proceeds. He must lose no opportunity to apply his knowledge, and to this end should read the character of strangers, as well as friends, and ascertain whether he is right, or wrong. *Courage* is the watchword of him who would be a scientific reader of the character of his fellow men.

The following sample reading, made at sight by the

author will serve to illustrate the practical application of the system. The subject was an employee in a Chicago bank, a gentleman about fifty years of age.

I studied carefully the subject whom I was about to analyze, taking both a front and profile view. In physical proportions he was somewhat above medium height, of slender build, active and lithe. His hands were thin, white, and evidently not accustomed to hard work. His head was large, his forehead was broad, of medium height and slanted slightly backward. His chin also slanted backward moderately. In complexion he was a medium florid blond, and when he became excited while talking, veins stood out on his forehead. He had an arched nose, large, but not thick ears, blue eyes and light brown hair. In this case I gave my reasons as I made the analysis. I said to the gentleman:

"Your slender build, light, florid complexion and veined forehead indicate that you are a man of great energy, and ceaselessly active. You do not know what rest means. To this you partly owe your successful career. Your broad forehead, light complexion and blue eyes indicate a deep, thoughtful mind, one which is good at planning and organization. This also has contributed to your success. A broad forehead, in combination with an excitable temperament, produces humor; this quality has made you popular, and has been a contributing cause for your advancement.

"In memory you are not above the average. You are not musical, nor do you especially care for music, as your light complexion, hair and eyes, and receding forehead show. You have a deeply cogitative mind. Memorizing brains are more devoted to music than reasoning brains, although composers of music possess the latter type. The ability to command is shown by your arched nose and firm mouth, an essential quality in one who holds a responsible position. You are not a lover of books, because you care more for your own opinions than for those of others, as is indicated by your broad and

**SAMPLE READING,
ILLUSTRATING THE
PRACTICAL APPLI-
CATION OF THE
McCORMICK SYSTEM**

**EXAMPLE OF TACT-
FUL METHOD
OF STATING
UNFAVORABLE
CHARACTERISTICS**

STUDENT'S COURSE IN CHARACTEROLOGY

capacious brain. You are essentially masculine in character, as is evidenced by your strong features, your somewhat receding forehead and your broad receding chin; a prominent chin and forehead being feminine signs. By heredity you were intended to be a brain worker, and such you have become. Your genial manner makes you a favorite with your employers and associates, and this has helped you to rise above your competitors. You are conscientious and trustworthy. I do not know your position in your business, but it is one of high responsibility.

"Your natural ability in estimating men's characters is good, and if you made a study of the subject you could become an expert analyst. You thus would greatly enhance your value to your employer and could command compensation accordingly."

**ANY PERSON CAN
BECOME AN
EXPERT READER
OF CHARACTER**

The author dedicates this course in "Characterology" to the studious, to the ambitious, and to all who wish to surpass their fellow men. Anyone, by a study of the rules and principles of Character Analysis as laid down in the system, can soon become an expert in reading his fellow men.

L. Hamilton W. Corbridge

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- | | |
|-----------------|------------------|
| (1) Choleric. | (3) Sanguine. |
| (2) Phlegmatic. | (4) Melancholic. |

COMPOUND TEMPERAMENTS—TEMPERAMENTS (SECOND CLASSIFICATION):

- (1) Mental.
 - (a) Memo-Mental.
 - (b) Reso-Mental.
- (2) Motive.
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- | | |
|-------------|---------------------|
| (1) Square. | (4) Inverted Wedge. |
| (2) Oval. | (5) Double Wedge. |
| (3) Wedge. | (6) Round. |

PROFILE INDICATIONS:

- | | |
|---------------------------|-----------------|
| (1) Vertical. | (6) Receding. |
| (2) Vertical, Protruding. | (7) Protruding. |
| (3) Vertical Receding. | (8) Convex. |
| (4) Receding Vertical. | (9) Concave. |
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- | | |
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| (4) Narrow Heads. | |

THE FOREHEAD.

CLASSIFICATION OF FOREHEADS:

- | | |
|-------------|-----------------|
| (1) High | (6) Uneven. |
| (2) Low. | (7) Projecting. |
| (3) Broad. | (8) Receding. |
| (4) Narrow. | (9) Concave. |
| (5) Smooth. | |

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EYES, EYELIDS, EYEBROWS AND EYELASHES.

DETAILS REGARDING THE EYES:

- | | |
|---------------------|-----------------|
| (1) Size. | (5) Brilliance. |
| (2) Shape. | (6) Movement. |
| (3) Distance Apart. | (7) Vision. |
| (4) Color. | (8) Expression. |

EYELIDS:

- | | |
|-----------------|--------------------|
| (1) Position. | (3) Discoloration. |
| (2) Protrusion. | |

EYEBROWS:

- | | |
|---------------|------------|
| (1) Position. | (3) Size. |
| (2) Shape. | (4) Color. |

EYELASHES.

LESSON VI THE NOSE.

TYPES OF NOSES:

- | | |
|------------------|-------------------------|
| (1) Roman. | (7) Retroussé-Semitic. |
| (2) Semitic. | (8) Retroussé-Aquiline. |
| (3) Aquiline. | (9) Cogitative. |
| (4) Grecian. | (10) Caucasian. |
| (5) Retroussé. | (11) Ethiopian. |
| (6) Greco-Roman. | |

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DETAILS REGARDING THE NOSE:

- | | | |
|-------------|-----------------|----------------|
| (1) Large. | (7) Convex. | (13) Bridge. |
| (2) Small. | (8) Concave. | (14) Tip. |
| (3) Long. | (9) Projecting. | (15) Base. |
| (4) Short. | (10) Flat. | (16) Septum. |
| (5) Broad. | (11) Cleft. | (17) Nostrils. |
| (6) Narrow. | (12) Root. | |

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THE MOUTH:

- | | |
|-----------|--------------|
| (1) Size. | (2) Outline. |
|-----------|--------------|

THE LIPS:

- | | |
|-----------------------|-------------------|
| (1) Full. | (7) Long Upper. |
| (2) Thin. | (8) Short Upper. |
| (3) Both Protruding. | (9) Long Lower. |
| (4) Both Receding. | (10) Short Lower. |
| (5) Upper Protruding. | (11) Color. |
| (6) Lower Protruding. | (12) Movement. |

THE TEETH:

- | | |
|----------------|----------------|
| (1) Size. | (4) Shape. |
| (2) Condition. | (5) Color. |
| (3) Position. | (6) Eye Teeth. |

THE EARS:

- | | |
|---------------|-------------------|
| (1) Shape. | (4) Convolutions. |
| (2) Size. | (5) Lobes. |
| (3) Position. | (6) Color. |

CHEEKS, JAWS AND CHIN:

CHEEKS:

- | | |
|-----------------|------------------|
| (1) Prominence. | (3) Cheek Bones. |
| (2) Depression. | (4) Color. |

JAWS:

- | | |
|-------------|-----------------|
| (1) Broad. | (3) Projecting. |
| (2) Narrow. | |

CHIN:

- | | |
|-----------------|---------------|
| (1) Projecting. | (3) Indented. |
| (2) Receding. | (4) Double. |

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HAIR:

- | | |
|----------------|-------------------------|
| (1) Quantity. | (5) Color. |
| (2) Quality. | (6) Manner of Wearing. |
| (3) Condition. | (7) Hair as a Disguise. |
| (4) Form. | |

NECK:

- | | |
|----------------------|-----------------------|
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|----------------------|-----------------------|

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- | | |
|---------------|------------------|
| (1) Quantity. | (3) Activity. |
| (2) Quality. | (4) Proportions. |

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- | | |
|--------------------|------------------------|
| (1) The Producing. | (3) The Disseminating. |
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- | | |
|-----------------------|-----------------------|
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| (3) Postero-superior. | (7) Postero-inferior. |
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- | | |
|-----------------------|-----------------|
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- | | |
|-----------------------|----------------------------------|
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ing. |

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VARIETIES OF MEMORY:

- | | |
|----------------|-------------------|
| (1) General. | (4) Lasting. |
| (2) Selective. | (5) Intermittent. |
| (3) Temporary. | |

COMPOSITE MEMORIES:

- | | |
|------------------------|--------------------------|
| (1) General-lasting. | (3) Selective-lasting. |
| (2) General-temporary. | (4) Selective-temporary. |

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CHARACTEROLOGICAL GLOSSARY

- Alæ**, plural of *ala*, a wing; (in Characterology) referring to the wings or side portions of the nostrils.
- Albino**, a person abnormally white, with pinkish eyes.
- Analytical**, pertaining to analysis; the resolving of anything into its constituent parts.
- Anatomy**, the science of the structure of animals or plants; (in Characterology) of the human brain and body.
- Animality**, animal nature, disposition and strength; the animal or physical side of man's personality.
- Anterior**, pertaining to, or situated near or at the front of the head.
- Antero**, a prefix referring to *anterior*, used in compound words, such as *antero-posterior*.
- Anthropology**, the science of man.
- Antithetical**, opposite, contrasted.
- Aphorism**, a short detached pithy sentence, a proverb or maxim.
- Aquiline**, eagle-like in bill or in nose; hooked.
- Attribute**, that which is ascribed or imputed to a person as an essential characteristic.
- Aural**, pertaining to the ear.
- Caucasian**, a member of the white race.
- Cephalic**, of or pertaining to the head.
- Cephalic index**, the numerical relation of different proportions of the head expressed in figures.
- Cerebellum**, the little brain, located in the postero-inferior part of the cranium.
- Cerebrum**, the superior hemispheres of the brain, or cerebral hemispheres.
- Characteristic**, a distinctive feature or trait of character.
- Choleric temperament**, the disposition of one who is inclined to be passionate, irascible or quarrelsome.
- Cleft**, a fissure or split (at the tip of the nose).
- Cogitation**, the act or process of thinking; meditation, mental speculation or reflection.

Convolutions, numerous smooth and tortuous eminences on the surface of the cerebral hemispheres, marked off from each other by deep furrows.

Coördination, the harmonious activity and operation of mental or physical functions.

Coronal (in Characterology), of or pertaining to the crown of the head.

Cortex, the external gray matter of the cerebrum and cerebellum.

Cranium, the part of the skull which incloses the brain; the brain case.

Craniology, the science of analysis of character from the cranium.

Criminology, the scientific study of crime and criminals.

Delineation, a representation or portrayal pictorially or verbally; a sketch, a description. The reading of character.

Disarticulated, separated, divided.

Double wedge (in Characterology), a type of face which is a combination of the "inverted wedge" and the "wedge," with the greatest breadth of face at the cheek bones.

Encephalic, pertaining to the encephalon, or brain.

Erratic (features), irregular.

Ethiopian, a native of Ethiopia; a negro.

Ethnology, the science which treats of the division of mankind into races, their origin, distribution, and relations, and the peculiarities which characterize them.

Eye teeth, canine teeth of the upper jaw.

Frontal eminences, the two prominences of the frontal bone of the cranium, above the superciliary ridge.

Frontal sinus. (*See Sinus.*)

Grecian nose, one which is straight and delicately formed.

Greco-Roman, a nose which contains characteristics of both the Greek and the Roman nose.

Inferior, any parts or organs which, when the body is in an upright position, are situated below certain parts designated as *superior*.

Interdependence, mutual dependence.

Intermittent, ceasing or relaxing at intervals.

Inverted wedge (in Characterology), a type of face which is narrow at the top and broad at the base.

Lobe, a projection; the lobes of the brain, the lobes of the ears.

Longevity, long duration of life; length of life.

Macrocephalic, having a large head; a cranium of abnormally large size.

Melancholic temperament, the disposition of one who is depressed in spirits; dejected, gloomy. (*See Temperament.*)

Memo-mental (in Characterology), a type of brain having high memorizing powers.

Memo-reasoning (in Characterology), a type of brain with equal memorizing and reasoning powers.

Mental temperament, of or pertaining to the mind; intellectual. (*See Temperament.*)

Microcephalic, having an abnormally small head.

Motive temperament, denoting an active, energetic disposition. (*See Temperament.*)

Occiput, the back part of the head or skull.

Ocular, of or pertaining to the eye.

Orifice, an opening, as the *orifice* of the ear.

Pathognomy, the science or study of the passions or emotions, or of their signs or expressions; the study of the features in motion.

Pathology, the branch of medical science which treats of diseases.

Perceptives, the organs or faculties concerned with perception. (District I in Characterology.)

- Phlegmatic temperament**, denoting a sluggish, slow disposition. (*See Temperament.*)
- Phrenology**, a science which treats of the mental faculties and traits of character as shown by the conformation of the skull.
- Physiognomy**, the science by which character is determined from the study of the face or body; the countenance.
- Physiology**, the science which treats of the organs and functions of living or organic beings.
- Physique**, the physical or bodily structure of a person.
- Posterior**, pertaining to or situated at the back (as of the head).
- Postero**, a prefix referring to *posterior*, used in compound words, such as *postero-superior*.
- Protrusion**, projection.
- Psychology**, the science of the mind and its operations.
- Receding vertical** (in Characterology), a type of profile in which the forehead recedes, the profile below the eyes being vertical.
- Reso-mental** (in Characterology), a type of brain having conspicuous reasoning powers.
- Retroussé**, turned up; (in Characterology) designating a type of nose.
- Retroussé-Semitic**, a compound form of nose, made up of the Retroussé and Semitic types.
- Sanguine temperament**, denoting a cheerful, ardent disposition. (*See Temperament.*)
- Segregated**, separated, set apart.
- Semitic**, pertaining to the Hebrew race; (in Characterology) a type of nose usual with the Hebrews.
- Septum**, a partition separating two cavities, as of the nose.
- Sinciput**, the forehead; the anterior part of the head.
- Sinus**, a cavity in the substance of a bone of the skull. The *Frontal Sinuses* are at the base of the forehead; they communicate with the nostrils and contain air.

Sociology, the science of human society.

Superciliary ridge, a prominence on the frontal bone above the eyes, caused by the projection of the frontal air sinuses.

Superior, any parts or organs which, when the body is in an upright position, are situated above certain parts designated as *inferior*.

Supero, a prefix referring to *superior*, used in compound words such as *supero-posterior*.

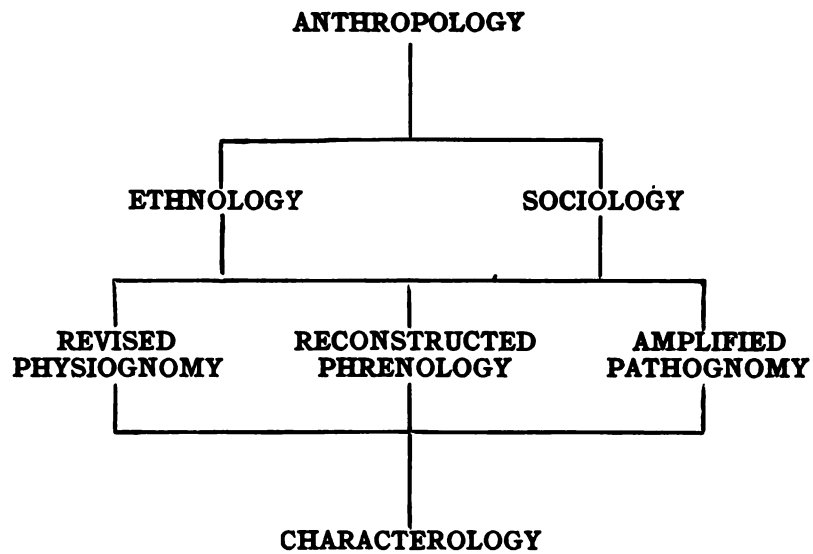
Super-reasoning (in Characterology), a type of brain with high reasoning powers.

Temperament, the peculiar physical and mental characteristics or disposition of an individual; such as, the *sanguine*, *phlegmatic*, etc. Temperament permanently affects the manner of acting, feeling and thinking of an individual.

Vertical protruding (in Characterology), a type of profile with a vertical forehead and a protruding chin.

Vertical receding (in Characterology), a type of profile with a vertical upper face and a receding chin.

Vital temperament, belonging or relating to vitality. (*See Temperament.*)



Tree showing the composition of Characterology and its relation to its sister sciences

STUDENT'S COURSE IN
CHARACTEROLOGY
AN EXACT SCIENCE

IN FIFTEEN LESSONS

LESSON I

PRELIMINARY STATEMENT

INSTRUCTIONS AND SUGGESTIONS

By means of analogy, inferences are transformed into facts. Knowledge, like an edifice, must be built up piece by piece, brick by brick.

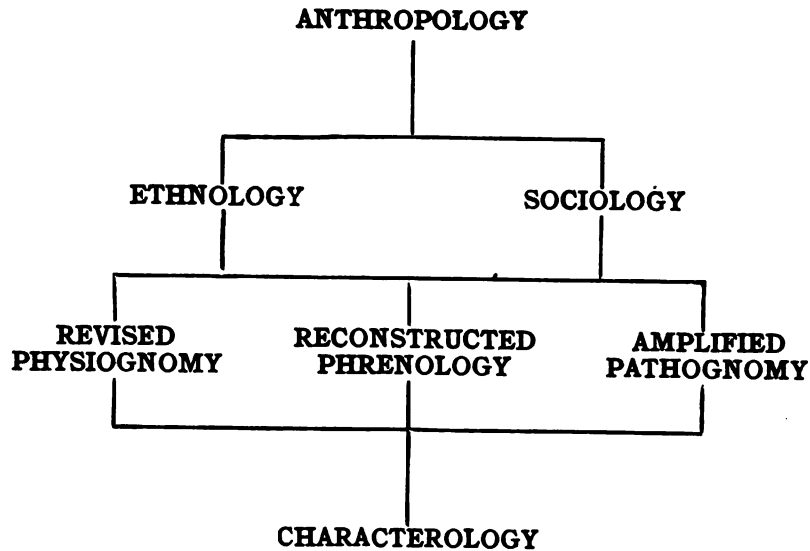
Man lives in a world of things and thought. All the objective products of man are materialized thought. A thought is conceived, then tested, and if correct it becomes an added portion of the Tower of Knowledge which man is building for himself and his descendants.

IN this course of lessons upon "Characterology," the author desires to approach all who wish to acquire an expert knowledge regarding character delineation, his object being to produce *scientific analysts of the highest grade who will be accurate in their observations and sure of their views*; who will recognize the precise meanings of what they see, and will see more than they have previously seen as to the dispositions of their fellow men. It is the author's purpose to remove character analysis ~~from the realm of uncertainty and confusion~~ it has

Lesson I—Page 11

**EXPERT KNOWLEDGE
REGARDING CHARAC-
TER DELINEATION**

**CHARACTEROLOGY
BASED ON MANY
SCIENTIFIC INVESTIGA-
TIONS**



Tree showing the composition of Characterology and its relation to its sister sciences

ERRATA

LESSON IV:

Page 10, at end of paragraph (2), "Plates 2 and 8" should read, "Plates 4 and 5."

Page 30, paragraph (6), "Plates 7, 15, and 28" should read, "Plates 7 and 28."

LESSON V:

Page 7, end of paragraph (7-c), "Lesson VII" should read, "Lesson VIII, page 10."

LESSON VII:

Page 23, second paragraph, "Plate 28" should read, "Plate 14."

LESSON VIII:

Page 32, "Plates 24, 27, and 39" should read, "Plates 24 and 39."

LESSON X:

Page 40, heading to first column in table should read "Characteristics" instead of "Traits."

LESSON XI:

Page 7, end first paragraph, "Chart Q, Lesson XIII," should read, "Chart O, page 14."

Page 26, Question 13, "Chart IV" should read, "Chart N."

STUDENT'S COURSE IN CHARACTEROLOGY AN EXACT SCIENCE

Lesson I—Page 11

IN FIFTEEN LESSONS

LESSON I

PRELIMINARY STATEMENT

INSTRUCTIONS AND SUGGESTIONS

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Preliminary to writing the volume in which the author first presented his system to the public,* he spent many years in forming an extensive library upon the subject, and during this time he was also occupied in critically testing the theories which underlie the various departmental sciences relating to the topic as they have been presented by former writers.

**EXPERT KNOWLEDGE
REGARDING CHARAC-
TER DELINEATION**

**CHARACTEROLOGY
BASED ON MANY
YEARS' INVESTIGA-
TION**

*"CHARACTEROLOGY: AN EXACT SCIENCE," Rand McNally & Company, Chicago and New York, 1920.

STUDENT'S COURSE IN CHARACTEROLOGY

STUDENTS MAY
TEST ALL STATE-
MENTS AND ARRIVE
AT THEIR OWN
CONCLUSIONS

WHY
CHARACTEROLOGY
IS DESIGNATED
AN EXACT SCIENCE

The author has not introduced a large number of examples descriptive of experiments, since the history of the subject demonstrates that those who are inclined to be critical are not satisfied with the account of an author's experiences, but must have such experiences themselves; and numerous examples of this kind occupying much space would be tiresome. *In lieu of such, however, the author has given detailed instructions pointing out methods of procedure, in order that students may experiment individually, test all statements, and arrive at their own conclusions.*

A unique collection of photographs of life and death masks of renowned as well as notorious individuals of past generations has been introduced to illustrate the lessons, the majority of which have been taken from the author's private collection of casts, but several have been obtained through the courtesy of the Henderson Trustees from the Anatomical Museum of the University of Edinburgh.*

The author has designated Characterology an "exact science" for the reason that *by observing the rules and tenets herein formulated all possible combinations of features, cranial as well as facial, can be analyzed and the traits to which they refer named, and if errors are not made in the application of such rules, mistakes in diagnosis cannot occur.* While the principles herein formulated

*A collection of casts of heads and skulls, which include those gathered by Dr. Francis Joseph Gall, is to be seen at the Anthropological Museum in Paris. A collection of casts of heads of primitive tribes is on exhibition at the American Museum of Natural History, New York, and a similar one at the United States National Museum, Washington, D. C. An assortment of death masks, known as the Hutton Collection, is on view at Princeton College, and a collection of casts of prehistoric skulls is on exhibition at Amherst College, of which institution the author is an alumnus. The following libraries among others might be mentioned as containing books of reference which the author has found of interest while engaged upon this work; individual volumes have not been listed as they were too numerous. In London, the British Museum Library; in New York, Columbia College Library, the Public Library, and the Library of the Academy of Medicine; in Washington, the Congressional Library and the Surgeon General's Library; in Boston, the Boston Public Library; and in Chicago, the Chicago Public Library, the John Crerar Library, and the Newberry Library.

are exact, nevertheless, as is the case with all sciences, individuals will vary in their ability to apply them.

The term "Characterology" has been chosen on account of its comprehensiveness, as it is intended to embrace the principles of psychological analysis in their broadest significations.

The great phrenologists, Gall and Spurzheim, discovered valuable truths, but they also committed vital errors in their writings, among which was the omission of physiognomy from their system; and again, Lavater, the renowned physiognomist, failed to include phrenology in his writings, while pathognomy (the science of the emotions) although of great importance has thus far received but slight attention. Furthermore, the early writers of the Gallian School (the followers of Gall) did not locate the faculties of memory and reason, which the author has done.*

By a knowledge of character analysis, man can view his fellow man from standpoints heretofore but imperfectly understood, and can comprehend much, which to most men is incomprehensible. *By means of this science he can obtain a more nearly complete knowledge of the personality of an individual in a few moments than, without it, by intimate acquaintance in as many months.*

Judged by its utility, Characterology ranks with mathematics, economics, chemistry, medicine and law, and as a study it is particularly fascinating, since opportunities for investigation are ever at hand and especially is this the case with those who reside in great communities and have extensive dealings with their fellow men.

People admire or dislike new acquaintances at sight, and although unaware of the fact, it is owing to the presence of favorable or unfavorable traits which they observe in them and which are exhibited in their features. This fact indicates that human beings are by nature

*The author does not uphold phrenology as propounded by Gall and developed by Spurzheim except as to certain principles. It has been so contracted in scope and erroneous in vital respects that it has not been dependable. (See Lesson XIV.)

ERRORS OF THE GREAT PHRENOLOGISTS

A KNOWLEDGE OF CHARACTER ANALYSIS ENABLES THE STU- DENT TO READ MEN AT SIGHT

ALL HUMAN RELATIONS BASED UPON UNDERSTANDING CHARACTER OF OTHERS

more nearly accurate analysts than they realize. An inherent knowledge of delineation constantly influences transactions of all people. An illustration of this is the manner in which commercial men come together, each for the purpose of estimating the calibre of the other. *Under these circumstances, however, a man should bear in mind that while he is gauging his opponent's powers he himself is being weighed in the balance.*

MEN READ CHARACTER INTUITIVELY

That men intuitively read character is evident, for any one can distinguish a clergyman from a carpenter, a doctor from a stone mason, a ruffian from a gentleman, or an idiot from a genius, but the difficulty is to analyze with precision when signs are not thus sharply defined, or when physiognomical, phrenological, pathognomical and temperamental indications are at variance; or again, when a shrewd individual is endeavoring to conceal his true personality. *It is under such circumstances that an accurate knowledge of the principles of character analysis becomes of decided value.*

ANCIENT THEORIES AND ERRORS MUST BE ERADICATED

One of the greatest difficulties which the author has experienced in the development of his system has been to eliminate from his mind ancient theories regarding the meanings of the features and give to them their actual translations, *which are radically different in many cases from those held hitherto. Old errors frequently repeated have become so stereotyped upon the mind of the public that it is difficult to eradicate them and substitute verified facts.*

CHARACTER READING AN ART ACQUIRABLE BY ALL

The author wishes, in fine, to instruct others so that they may see what he sees, in other words, to adjust the lens of the psychological microscope to their eyes.

It has frequently been asked if character reading is not an aptitude which is innate but not acquirable, and the answer to this is decidedly in the negative, for *any person of intelligence, by a thorough study of the science, can within a reasonable time become a master in diagnosis.*

The following are some of the conspicuous points of difference between this and other works upon the

subjects of Physiognomy, Phrenology and Pathognomy, which, reconstructed and combined, form *The Composite Science of Characterology*. (See Chart, page 10.)

(1) These three elementary sciences have been reconstructed by the author and brought up to date. *A mass of useless and false material has been omitted, and an equal amount of new and proved facts has been added.*

(2) The author has demonstrated that one who is skilled in character analysis possesses an inestimable advantage over all men professionally, commercially, socially and otherwise.

(3) Characterology has been developed into an exact science.

(4) The reasons why features, according to their contour, refer to various traits of character, have been amplified.

(5) *Methods of analyzing character which have not hitherto been known are described.*

(6) Rules covering *all departments of the science* have been incorporated; *heretofore there have been practically no rules.*

(7) The decisive effect of temperament upon character is shown.

(8) The mental temperament is divided into memo-mental and reso-mental, and the vital temperament into the choleric-vital and phlegmatic-vital, which are *important distinctions.*

(9) Facial and cranial indications of character are analyzed and systematized and signs hitherto unknown are detailed.

(10) The author has shown that the cerebral hemispheres differ in strength.

(11) A new faculty, designated as "Coördination of Ideas," has been located.

(12) *A simplified classification of the brain into comprehensive districts is provided, and charts in illustration are introduced.*

**CONSPICUOUS POINTS
OF DIFFERENCE BE-
TWEEN McCORMICK
SYSTEM AND OTHER
SYSTEMS OF CHAR-
ACTER ANALYSIS**

**THE SKILLED
CHARACTER AN-
ALYST POSSESSES
ADVANTAGES OVER
ALL MEN**

**NEW DISTINCTIONS
REGARDING
TEMPERAMENTS**

**A NEW FACULTY
LOCATED**

**PRACTICAL HELP IN
SELECTION OF EM-
PLOYEES AND CHOICE
OF OCCUPATIONS**

**MEMORY
AND REASON
LOCATED**

**NEW RULES FOR
ESTIMATING
LENGTH OF LIFE**

(13) There has been compiled a Characterological dictionary containing a list of all important traits of character, *the first of its kind*.

(14) Lists of traits to be considered in the choice of professions and occupations are included.

(15) Directions, based upon facial and cranial indications, are furnished for the guidance of employers in the selection of employees.

(16) The author shows how health affects character.

(17) Variations between male and female features and craniums, *not heretofore understood*, are set forth.

(18) Traits have been listed illustrating the differences in character of the sexes.

(19) *Memory and reason have been located*, their signs detailed, and the indications of sound judgment enumerated.

(20) Ocular and aural memory are described and signs indicated.

(21) Force of character and the will are discussed.

(22) *Instructions are given whereby all statements may be verified by personal experiments*.

(23) Cephalic indices, new to science, are suggested.

(24) The author has demonstrated that, in analyzing character, opposing signs should be balanced one against another in forming conclusions.

(25) The application of the science to animals is proposed.

(26) Signs of longevity in the features, and a basis for estimating length of life, are given.

(27) It is shown how occupations affect longevity.

(28) How to plan out the education of students in accordance with natural aptitudes is set forth.

(29) Lists are furnished of facial and cranial signs of honesty, dishonesty, crime and insanity.

(30) The signs in the features and cranium of aptitude for music, science and art are shown.

(31) Biographical and analytical sketches of renowned and notorious individuals are introduced, together with illustrations taken from post mortem casts of their heads.

The combining of the various sub-sciences of character analysis into *one comprehensive coördinating and co-operating science is the keynote of the McCormick system.*

The author's aim has been two-fold: First, he has endeavored to retain all that is good as recounted by former writers, and, secondly, to add to such knowledge *a great number of original discoveries and to prove his assertions to the satisfaction of thoughtful readers.* He discourses upon character analysis not as heretofore imperfectly understood, but as the *practical science* into which he has developed it.

There is a practicality and utility in this science, which the world will appreciate more and more as years pass by, and as it becomes understood by humanity, it will have a broad and lasting effect upon the character of men.

From the foregoing it becomes evident that character reading *as a science* has not been a success heretofore, for the following reasons:

(1) The sub-sciences of Physiognomy, Phrenology, and Pathognomy have been regarded as individual sciences *instead of component parts of one science.* (See Chart, page 10.)

(2) The *mathematics of analysis*, namely, the handling of contradictory signs by the addition and subtraction of values, has not been understood.

(3) The division of the cranium into *organs* instead of *broad districts* as practiced by former writers was unscientific and when put to the test failed.

(4) The true meanings of the features and of the cranial areas have hitherto been imperfectly demonstrated, vital errors having been introduced and

THE McCORMICK
SYSTEM COMBINES
ALL BRANCHES OF
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REASONS WHY
CHARACTER READING
AS A SCIENCE HAS
NOT HERETOFORE
BEEN SUCCESSFUL

STUDENT'S COURSE IN CHARACTEROLOGY

handed down by different authors from generation to generation.

(5) *Comprehensive and precise rules of analysis have not heretofore existed.*

(6) The *extreme importance* of the temperaments and the fact that they can alter and at times practically reverse the significance of features and cranial areas have not been understood.

(7) The differences, *in detail*, of the features and craniums of the sexes have not been known.

(8) The locations of the great basic faculties of memory and reason have not heretofore been determined.

**DIFFICULTIES
HAVE BEEN
REMOVED IN THE
McCORMICK SYSTEM**

The above eight supreme obstacles, as well as many of minor importance, to the development of a practical science of character analysis, have been surmounted in the system as presented in these lessons.

SYSTEM

**THE STUDENT OF
CHARACTEROLOGY
MUST BE SYSTEM-
ATIC IN HIS WORK**

System will turn one day into two. Lack of system will make but half a day out of a day. It is astonishing how little one may accomplish in twenty-four hours, and equally marvelous how much some do accomplish. One who does not utilize his mentality to its highest capacity is a spend-thrift of time and of brain product. Waste of time is waste of mentality.

**WITHOUT SYSTEM
ONE DOES NOT KNOW
UPON WHAT TO
CONCENTRATE IN
READING CHARACTER**

System is imperative to the psychologist, for while some minds are systematic, the majority are woefully deficient in this respect. Capacity for assembling, collating and intelligently applying knowledge depends upon memory, reason and system; memory in its accumulation, reason in its comprehension, and system in its application. In analyzing character, without a systematic study of the subject, a person does not know upon what to concentrate his attention, what the features imply, or how to weigh and balance indications against each other, and these negative factors, taken collectively, prevent any rational or extensive reading of

character. System is especially evident in a brain which is broad and capacious, of harmonious proportions, of high quality, of reasonable activity, and in which the temperaments are balanced.

In pursuance of systematic analysis, a subject's most conspicuous feature, whether facial or cranial, large or small, favorable or unfavorable, should be first considered, the second most conspicuous following, and the third next, while those of lesser importance are to be subsequently reviewed. The marked traits, which are the least difficult to discover, will, therefore, be mentioned first, those of secondary importance following and so on, until all dispositions worth considering have been outlined. Inconspicuous or neutral traits, as they are of slight value in diagnosis, will ordinarily not be mentioned. Features, as well as districts, however, must be viewed in the light of one another, as each one influences every other one, and further, all features are to be considered.

Analysts will meet with three classes of subjects: (1) The normal, (2) the supernormal, and (3) the subnormal. *The normal*, whose features and cranial districts are uniformly of average development, possess traits of but average strength, so that diagnosis is limited as there is little worth mentioning; in *the supernormal*, features and districts and therefore traits are of extra strength, presaging an abundance of valuable material upon which to base statements; while in *the subnormal*, in which features and districts are undeveloped, unfavorable dispositions predominate. The last variety should be tactfully analyzed.

**ORDER IN WHICH A
SUBJECT'S FEATURES
SHOULD BE
CONSIDERED**

**THREE CLASSES OF
SUBJECTS THE
ANALYST WILL
MEET**

INNATE POWER OF THE DELINEATOR

In reading character an analyst should state reasons for his deductions, in other words, how they are arrived at. Without detailing the signs or combinations of signs which indicate prominent traits mentioned, the conclusions of a diagnostician may appear extraordinary

**CHARACTER READING
A MATTER OF
PRACTICE**

and incomprehensible, as the average subject under analysis practically knows nothing regarding character reading or how it is accomplished. And furthermore, a delineation is more interesting when reasons for deductions are plainly set forth.

With experience the correct answer to every analytical inquiry of a diagnostician becomes at once apparent. The ability to read character *rapidly and with precision*, however, after the principles of analysis are mastered, depends upon practice. Finally delineation becomes all but instinctive. The less a reader of character knows in advance regarding an individual, the simpler is the reading and the clearer the diagnosis. It is desirable, however, to have a subject *under critical observation for a brief time* before beginning to analyze. While thus scrutinizing his subject, a practitioner must first consider him *as a whole* and view him standing up and from front, side and back. He must estimate his age and weight and the size and circumference of his cranium. He must then decide on his temperament, and to this end the complexion is to be considered and finally the features individually. A preliminary outline of the character of a subject is thus obtained. An analyst then can begin reading and state prominent traits first and others following. The author has always had excellent success in diagnosing the character of unknown persons *from photographs*, and especially when satisfactory front and profile views were at hand. A diagnostician, however, in thus analyzing should be informed by a correspondent as to the complexion and the color of the hair and eyes of a subject, as it is often difficult to determine such matters from photographs.

**READING THE
CHARACTER OF
FRIENDS UNDESIRABLE AND
UNSATISFACTORY**

It is unsatisfactory to read the character of personal friends for the reason that, owing to long and intimate acquaintance with them and their dispositions, there is but slight credit due to the characterologist on the completion of his work. It would be strange indeed if a diagnosis were not correct with such well known

subjects, and furthermore, it is embarrassing to both parties.

An analyst should be rested both mentally and physically when practicing, for otherwise he cannot do justice to his subject, himself, or his art; moreover, the intense mental concentration which is required of him is fatiguing, and this renders it advisable not to delineate the character of a large number of individuals consecutively. From three to six readings is the author's usual limit, although he has read as many as thirty persons consecutively. Manipulation of the cranium, as was customary with phrenologists of old, *is unnecessary with the characterologist*, as only the general proportions of the cranium which are evident on sight are considered. Even with women the author has had but slight difficulty in gauging the outline and proportions of the head by observation.

Analysts are likely to pay particular attention to the favorable side of a subject's character and to avoid the unfavorable, which results in an incomplete diagnosis and thus, incidentally, they run the risk of being too complimentary. *Errors are sure to occur if one endeavors through courtesy to give character to a subject who possesses little of it. Unfavorable statements, however, should always be couched in diplomatic language.*

An analyst, subsequent to diagnosis, should visualize his subject as a whole and to this end he should picture the man, considering all conspicuous traits, favorable and unfavorable, at once. Traits are to be regarded thus, not only in detail, each being weighed separately, but collectively like a portrait, and especially is this desirable when a subject requests advice, whether it be in an educational, commercial or professional way.

When a written diagnosis is undertaken and extreme accuracy is desired, it is convenient to express the relative strength of different traits by placing numbers ranging from one to five opposite them, the highest number ("5") being employed to indicate marked

**THE ANALYST MUST
BE RESTED WHEN
PRACTICING**

**AVOID CON-
CENTRATING UPON
FAVORABLE TRAITS
OF A SUBJECT**

**VISUALIZE YOUR
SUBJECT AS A WHOLE**

**DESIGNATE REL-
ATIVE VALUE OF
TRAITS BY NUMBERS**

strength of any trait. Plus signs (+), if deemed advisable, can be entered subsequently against a few selected traits which are extra conspicuous in the character, but they should not be added *except at the completion of a reading* and after a careful review has been made of traits which bear the highest or "5" mark. Minus signs (−) need not be employed, as such low development as is expressed by the numerals "1" or "2" is equivalent to stating that the trait is inactive and hence negligible. No traits, except in diseased brains or imbeciles, are entirely absent from the character of any individual, and furthermore, opposite traits of nearly equal strength are occasionally observed and are displayed upon suitable excitation.

**THE FACE AND
HEAD OF A SUBJECT
MUST BE VIEWED
FROM ALL STAND-
POINTS**

FACE AND HEAD VIEWED FROM ALL STANDPOINTS

In analyzing character both anterior and lateral views of the head should be taken, as neither aspect alone is sufficient upon which to base conclusions. For instance, from a lateral view, the cranium might be high and long, the profile excellent, the ear well located so as to give symmetrical proportions to the anterior and posterior portions of the head, and all might be refined and harmonious; while, when observed anteriorly (from the front), the forehead would be found to be narrow, the temples sunken, the nose and mouth contracted, the jaws abnormally broad or extremely narrow and the eyes mismatched or oblique, so that discord would reign supreme and thus the favorable indications as shown by the side view of the head would be seriously modified. It is difficult to realize that frontal and lateral views, such as are occasionally found associated, can possibly belong to the same individual. (See Plate 27.)

**HOW FRONT AND
SIDE VIEWS MODIFY
INDICATIONS OF
CHARACTER**

While operating, an analyst should sit with his back to the light, and the subject's eyes should be on a line with his own; a contrasting background, which will bring the profile of a subject into strong relief, is desirable, and a revolving seat is convenient for him while under observation. Silence should be requested

**POSITION OF SUB-
JECT AND ANALYST**

on the part of all present as conversation is distracting to a diagnostician. An analyst *should insist upon silence*. A subject should hold his head erect, turning it sideways to expose a profile view when directed.

POSITIVE AND NEUTRAL TRAITS

Just as positive and neutral shades prevail among colors, so positive and neutral (inconspicuous) traits are present in the human character, and just as neutral tints are produced by the blending of positive colors, so neutral traits result from the blending of positive (opposite) traits. With some persons positive traits predominate, with others neutral or blended traits prevail, while with yet others positive and neutral traits are equally present. Precise words to express neutral traits are frequently difficult or impossible to find, so that the employment of positive terms with qualifying adjectives, such as “fairly” or “somewhat” becomes necessary. To illustrate:

(1) There are those who are aggressive, those who are yielding, and others who are aggressive and yielding, but seldom markedly so either one way or the other.

(2) There are individuals who are energetic, others who are lethargic, and those who are seldom noticeably energetic or lethargic.

(3) There are those who are sociable, those who are formal, and others who are neither conspicuously sociable nor distinctly formal.

(4) There are persons who are cautious, others who are rash, and those who are seldom particularly cautious or especially rash.

(5) There are the optimistic, the pessimistic, and those who in turn are optimistic and pessimistic but rarely display either trait to a marked degree.

(6) There are the visionary and the practical, and others who are somewhat visionary and yet fairly practical.

**POSITIVE AND
NEUTRAL TRAITS
ARE PRESENT IN
ALL INDIVIDUALS**

**EXAMPLES OF
POSITIVE AND
NEUTRAL OR
BLENDED TRAITS**

STUDENT'S COURSE IN CHARACTEROLOGY

THE MASCULINE CHARACTER IS DECISIVE, THE FEMININE NEUTRAL

(7) There are the frivolous, the serious, and those who are seldom either frivolous or particularly serious.

The masculine character is normally decisive, while the feminine is composed largely of neutral or blended traits, although there are females who possess numerous forceful traits and males who have many neutral traits.

The element of masculinity strengthens all traits, while the element of femininity modifies forceful traits but adds refinement.

WEAK SIGNS DEDUCTED FROM STRONG SIGNS GIVE RESULTANT STRENGTH OF CHARACTER

ESTIMATION OF OPPOSING SIGNS

In estimating the strength of all traits evidence both for and against should be weighed. Just as an accountant enters in his ledger bills payable and those receivable, and as the former deducted from the latter indicates the financial standing of his principal, so weak signs deducted from the strong determine the resultant strength of character of a subject.

The fact that favorable traits predominate in one's character does not signify that unfavorable traits are absent, but simply that the strength of the former variety is more marked.

DETERMINE YOUR SUBJECT'S CHARAC- TER FROM TRAITS THAT ARE USUALLY IN EVIDENCE

Indications, facial and cranial, are not only occasionally but frequently at variance in the same individual, which accounts for the contradictory dispositions that some people possess. Character, however, is determined by such traits as are *usually in evidence* (conspicuous) and not by those which are but seldom observed. As analyzing character is a problem in which addition and subtraction of values is constantly transpiring, it requires care that no signs may be omitted from consideration, in computing results.

The student will doubtless be able to recall an individual with a strong Roman nose who displays extreme placidity; one with a small mouth who is forceful; a

man with a large head who is of low mentality and another with a small head who is clever. Such examples, although exceptional, are occasionally observed and are therefore to be expected, but *as their handling is explainable by the rules of the science, they should not be confusing to an analyst.* Thus, the individual with the Roman nose, who, judged by this feature alone, should have possessed a dominating personality, may have been of the phlegmatic temperament, which, as has been shown, reduces energy, thus modifying all traits. The person with the small mouth, who would be expected to be lacking in force, may have possessed a strong arched nose or the choleric temperament, both of which signs indicate force and aggressiveness. The cranium of the man with the large head may have been poorly proportioned, or the quality of his brain subnormal; the one with the small head, on the other hand, may have had a brain of high quality and an unusually active mind. *Thus is exemplified a crucial fact which cannot be too strongly impressed upon students, namely, that individual signs must not be regarded invariably as satisfactory evidence of the strength or activity of traits until all indications both favorable and unfavorable have been weighed. Multiple confirmatory signs, however, are conclusive.* The balancing of contradictory indications against each other, which *heretofore has not been understood*, forms the keynote to scientific analysis.

The necessity of consulting both the cranium and features in diagnosis can be illustrated as follows:

Out of a possible ten points, cranial signs might in a given case aggregate nine in favor of firmness; while facial signs, owing to the presence of a weak chin or concave nose, would register three points against, so that firmness would ultimately equal but six points; thus decision of character in the aggregate would be only moderate, which would mean that the individual would not be uniformly firm, but would be firm and yielding on occasions with firmness predominating.

HOW CONTRA- DICTORY SIGNS BALANCE TRAITS OF CHARACTER

ILLUSTRATION OF THE NECESSITY OF CONSULTING BOTH CRANIUM AND FEATURES

ERRORS IN DELINEATION

ERRORS IN
CHARACTER READING
NOT EXCUSABLE

An analyst should never venture a statement of which he is not *sure*, for, *except with beginners, errors in diagnosis are not excusable*; furthermore, he should avoid loquaciousness and cease when he has said enough.

If, upon the completion of a reading, an error is claimed, by a subject or by witnesses, inquiries should be undertaken to ascertain the merits of the case, when it will usually be found either that—

HOW ERRORS
MAY HAPPEN

(1) The true basic character of the subject has, in some respects, not been appreciated by his friends, nor perhaps even by himself, and that the analyst is correct in his diagnosis; or,

(2) That some facial or cranial sign has been carelessly passed over, which, when taken into account, will correct the reading; or,

(3) That the effect of temperament has not received due consideration; or,

(4) That some statement of the analyst has not been *clearly understood and requires explanation*. Misunderstanding of the value of words (the intended meaning) *is not unusual* in diagnosis.

INDIVIDUALS ARE
OFTEN UNAWARE OF
THEIR DECIDED
TRAITS

Decided traits are often possessed by individuals of which they are hardly aware. The author has met men, for example, who were the personification of obstinacy and yet were ignorant of the fact, and others who although easily influenced prided themselves upon their decision of character.

WHEN VOCATIONAL
TRAITS MAY NOT
BE INDICATED IN
A SUBJECT

Occasionally, by strenuous endeavor and after years of arduous toil, a person may acquire some repute in a profession to which he is not by nature adapted, under which conditions his features will not indicate his calling. Thus, a musician who is not naturally musical, but who, owing to unceasing application, has succeeded in his profession passably well, cannot be expected to display facial or cranial signs of music, and thus, likewise, a "dabbler in art" will not exhibit in his features signs of artistic ability.

SUGGESTIONS TO STUDENTS

The following suggestions will be of assistance to the student who wishes to develop his analytical powers as rapidly as possible by original investigations and experiments.

(1) A characterologist should never fail to have a pocket note book with him, and regardless of where he is, or what he is doing, he should take time to enter apt thoughts upon the subject when they occur to him, always bearing in mind that *little ideas welded together make a great idea*. It is desirable, also, for him to keep a list of problems which he wishes to investigate and cross them off when answered. Valuable thoughts occasionally develop at night and a night light, pencil and paper therefore should be kept at the bed side.

(2) He should catalogue alphabetically the names of individuals whose characters he has read, and if the readings have been written or typewritten, preserve copies for reference, together with remarks concerning them and also a list of inquiries or investigations which such readings have suggested. He should endeavor to learn something himself from every reading and consequently every diagnosis subsequently should be reviewed critically by the analyst.

(3) A list of traits (as mentioned in Lesson IX) should be at hand for reference when analyzing, and especially is this desirable in careful and extended work. If continually engaged in diagnosis, it would be advantageous for a person to carry a typewritten copy of this list in his pocket.

(4) One should diagnose constantly not only to one's self, but aloud and in the presence of witnesses, for by so doing confidence will develop. Confidence on the part of an analyst is requisite. Following a reading, criticism should be invited from the subject, as well as from those present who are acquainted with the subject, for thus errors, if such have occurred, will be disclosed and similar mistakes can be avoided in future.

GENERAL
SUGGESTIONS TO
THE STUDENTINVITE CRITICISM
OF YOUR READINGS,
FROM THE SUBJECT
AND HIS FRIENDS

STUDENT'S COURSE IN CHARACTEROLOGY

THE STUDENT SHOULD ANALYZE ALL CLASSES OF SUBJECTS

(5) A list of errors which have been made in diagnosis should be kept, and the causes of such noted. These notes should be reviewed occasionally so that the same errors may not be repeated.

(6) A student should read the character of all classes and of both sexes, young and old, foreigners and natives, but it is especially advisable to select for practice individuals who have remarkably strong, extra weak or unique features, as they possess sharply defined characteristics. Embarrassment must not be allowed to interfere with investigations. One should courteously enter into conversation with persons who have interesting features and analyze their characters. This will require courage at first, but not to the same extent later on, as diplomacy will accomplish much in gaining one's purpose. *Ex tempore* diagnosis upon casual occasions, such as an analyst is constantly requested to make, is valuable practice, and should not be avoided. One should analyze as frequently as possible.

(7) Preliminary to diagnosing character and in order to train the eye in estimating the relative sizes of craniums, it is excellent practice for a student to *guess the sizes of hats* that people wear and ascertain how nearly he is correct. He should also estimate and state the height, weight, age and nationality of subjects under analysis. In estimating the weight of persons observe their height and bulk and notice their wrists and ankles, in order to decide if their bones are heavy or light. Large bones add greatly to weight. Also feel their arm muscles to ascertain the solidity of the flesh. And furthermore, a student should practice describing the features, physical proportions and peculiarities of people hours and days after meeting them, for he will thus cultivate a memory for features and facial outlines, the retention of which knowledge is of value.

AN INTERESTING EXPERIMENT

(8) It is an interesting experiment to mismatch parts of photographs or prints of different persons who possess markedly dissimilar features, by cutting them up, and

rearranging them, when weird results will be observed. It will then become apparent how altering a single feature may entirely change the character of an individual; thus Gladstone's face with the nose of Socrates, or that of Socrates with Gladstone's nose, will appear strange, the result being neither Gladstone nor Socrates but different personalities. The profile outline drawing, Chart A (see Lesson II), will be found useful in showing the effect upon the countenance and hence the alteration of character produced by substituting and combining different shaped features.

(9) Students of characterology will find hotel residence preferable to home life, a large hotel to a small one, and life in a metropolis to that in the country, owing to the vast throngs of strangers and consequently interesting faces which will constantly pass before them. An occasional change of residence is likewise advisable, as a greater variety of subjects for analysis will thus be assured.

(10) Extensive travel is desirable that one may meet with men of all nations and classes and of every facial peculiarity.

(11) It is instructive to visit prisons, asylums, workshops, schools, universities, theatres, lecture halls, restaurants, and all manner of resorts where large gatherings are to be found. And further, a student should inspect museums where heads or skulls of different savage tribes existing or prehistoric are to be seen.

(12) To further the author's researches, he had the walls of his study lined with soft, unvarnished pine boards, about one-half of an inch in thickness, on which, by means of drawing pins, he grouped photographs and prints of noted people, whose characters were well known, hundreds at a time, a scheme which he found of *great assistance in classifying features, in interpreting their meanings and in testing rules and tenets*. In this manner he would arrange a large collection of photographs of prominent men and women who had Roman

THE EFFECT OF COMBINING DIFFERENT SHAPED FEATURES

CLASSIFYING FEATURES BY COMPARING PHOTOGRAPHS OF WELL KNOWN MEN AND WOMEN

**HOW THE AUTHOR
STANDARDIZED THE
MEANINGS OF THE
FEATURES**

noses, and make note of the similar traits which they were known to possess; he would then assemble photographs of people with *Retroussé* noses, next Greek noses, then Greco-Roman noses, etc., and thus the meanings of all varieties of noses became apparent. He would then remove them and in their place group hundreds of photographs of notable people with large eyes, and then hundreds more with small eyes, with light eyes or with dark eyes, observing carefully the common characteristics of those possessing each variety. He would in a similar manner classify and analyze in turn differently shaped foreheads, mouths, ears, chins, and jaws, large heads, small heads, broad, narrow, long and high heads, until all kinds of features, facial and cranial, were diagnosed. He would likewise assemble hundreds of photographs of *renowned* men and women of different professions and occupations, each group separately, and note any similarity of features and hence of traits which they possessed. By the above system of classification and analysis from photographs, when he found that a certain trait or group of traits was conspicuous, or fairly so, in an entire class of persons who possessed a similar marked feature, such as the Roman nose, a high forehead or a prominent chin, he could assume that the feature thus owned in common by them referred to such trait or groups of traits.

The author, while developing the science, always had standard biographies at hand to ascertain if the reputation of subjects whose photographs he studied harmonized with his diagnosis. They occasionally did not entirely harmonize, as historians are notoriously given to the recording of complimentary biographies.

He found it useful to make rough sketches of heads showing various combinations of features, and to observe the traits thus depicted. He likewise modeled features and heads in wax and clay and had the latter cast in plaster so as to preserve them, and these also proved of assistance in his deductions.

(13) Large classified scrapbooks of carefully selected illustrations should be kept containing portraits of renowned politicians, scientists, artists, musicians, merchants, clergymen, doctors, lawyers, soldiers, sportsmen, pugilists, criminals, as well as of aged people, children and others, which can be obtained from illustrated periodicals and daily papers; it is also advisable to have cabinets for the preservation of mounted photographs which should be obtained in large numbers.

**SCRAPBOOKS SHOULD
BE KEPT CONTAIN-
ING PORTRAITS
OF RENOWNED
INDIVIDUALS**

(14) Caricatures should be collected which depict various traits of character, such as anger, humor, love, energy, hope, despair, and the like, and assembled into groups in classified scrapbooks.

(15) Plaster casts should be taken when possible of the heads, faces or features of those who possess unusual cranial or facial conformation, for in this way a unique assortment of exhibits can be formed and perpetuated which will be of inestimable value to posterity. In taking a cast of the head, the hair should be shaved off or greased and plastered down, for otherwise it will adhere to the plaster and the cranial portion of the cast will be worthless. *An expert should always be employed for such work, as much skill is required.* Moulds should be made so that *duplicate casts* can be obtained when wanted and *clubs should be formed* for the exchange of such casts among analysts. Brief sketches of the lives of the individuals from whom casts are taken *should be preserved and securely attached to the casts.*

**DESIRABLE TO TAKE
PLASTER CASTS OF
UNUSUAL SUBJECTS**

(16) Skulls of all races and tribes, both male and female, old and young, should be secured, and especially those which exhibit peculiar conformation. Duplicate casts of skulls, heads and faces can usually be obtained from museums in Europe and America. Analyzing character from skulls is valuable practise.

**ANALYZING CHAR-
ACTER FROM SKULLS
IS VALUABLE**

(17) In order to test characterological indications, the student should keep an indexed book containing the names of historical personages, and likewise of people who are known to him personally, such as relatives,

**THE STUDENT
SHOULD KEEP AN
INDEX OF HISTOR-
ICAL AND OTHER PER-
SONAGES, CLASSIFIED
BY THEIR PROMINENT
FEATURES**

friends, and acquaintances who possess or have possessed any marked feature or unique cranial conformation. The names of such persons should be catalogued and entered under separate headings according to the variety of their distinctive features, so that when a particular shaped feature or a cranium of peculiar outline is under consideration an extensive list of individuals who possess or have possessed the same precise variety will be available for reference. One should thus classify and index the names of those who have heads which are unusually —

- | | |
|------------|----------|
| 1. Large. | 5. High. |
| 2. Small. | 6. Low. |
| 3. Broad. | 7. Long. |
| 4. Narrow. | 8. Deep. |

Also of those who possess eyes which are especially —

- | | |
|-----------|-------------|
| 1. Large. | 4. Light. |
| 2. Small. | 5. Oblique. |
| 3. Dark. | |

Likewise of those who have noses which are markedly —

- | | |
|------------|--------------|
| 1. Large. | 6. Short. |
| 2. Small. | 7. Convex. |
| 3. Broad. | 8. Concave. |
| 4. Narrow. | 9. Straight. |
| 5. Long. | |

Such lists should also include details regarding foreheads, ears, jaws, chins, teeth, hair, etc., in fine, features of every kind, as well as complexions, temperaments, and physical proportions; and these lists should be added to and enlarged continually.

In forming such lists it will occasionally be advisable to enter the name of the same individual under several headings; thus, John Smith might have (1) a broad brain, (2) small eyes, (3) a large nose, (4) a large mouth, and (5) a prominent chin, each to a conspicuous degree, so that his name would be entered under five classifications.

**HOW TO ENTER
INDIVIDUALS
IN INDEX**

Unless the foregoing method is followed it will be difficult for an investigator who is testing principles to recall readily to mind when wanted more than two or three persons possessing a particular type of feature; while by means of a classified list, as suggested, he can immediately have spread before him the names of many people who have *the identical feature under consideration*. Care should be taken not to enter the names of persons whose features are conspicuous for neither strength nor weakness in some definite respect, as it is by the examination and comparison of *extreme types only, and many of them*, that the meanings of the features and cranial districts are discerned and confirmed.

It is desirable for students to form clubs or classes in Characterology. Let each member in turn take the chair as instructor, and after all who are willing to compete, have been tried, choice can be made, by vote, of those who are considered capable to instruct. It is advisable to select at least two instructors, so that one can relieve the other upon occasions. With practice, the capacity to teach will rapidly develop. Only those who are serious in their intention to become proficient in the science should be admitted to the classes.

When a marked ability is observed in a person, endeavor should be made to discover the precise features or districts which account for such ability, and when prominent features (facial or cranial) are observable, note should be taken as to whether traits which ordinarily accompany such features are conspicuous in the character.

(18) Finally, no one should expect to develop *expert ability* in analysis, until, *through practice, he has grasped and assimilated the science in its entirety*. A little knowledge on this subject is of but slight use, while a thorough acquaintance with the science will be found of the greatest value throughout life. *A student should not be discouraged by occasional errors in diagnosis as they are certain to occur at first, but should ever bear in mind that mistakes are the stepping-stones to success*. He should

STUDENTS SHOULD
ORGANIZE CLUBS
OR CLASSES IN
CHARACTER STUDY

MISTAKES ARE THE
STEPPING STONES
TO SUCCESS

STUDENT'S COURSE IN CHARACTEROLOGY

never allow an error in diagnosis to pass, however, without ascertaining *the reason why* and thus profiting by it. It will be instructional as well as interesting for the student of Characterology to vary his work by reading standard books upon Anthropology, Ethnology and Sociology.

After studying these lessons, the student should ask himself the following questions:

QUESTIONS THE STUDENT SHOULD ASK HIMSELF

- (1) Have I read the lessons carefully?
- (2) Do I understand them in the main?
- (3) Do I understand them in detail?
- (4) What do I not understand?
- (5) Can I read character myself?
- (6) Can I read it correctly and comprehensively?
- (7) Have I practiced analysis diligently?
- (8) Should I review the lessons again?
- (9) How can I best improve my knowledge of the subject?

Upon conscientious answers to these questions will depend the ultimate success of a student in character analysis. A student can hardly review the lessons *too often*, as he will observe *something new with every reading*. A review of the lessons six times is not too often, and each review should be more thorough and searching than the former. A student who is eager to learn will approach the science of Characterology from every possible standpoint. "Perseverance and constancy conquereth all things."

It has been said that the memory of quality lasts long after the price has been forgotten. This truth should be borne in mind by students who are prone to curtail the amount of work which a comprehensive knowledge of a science demands.

SELF-KNOWLEDGE

OPINION OF ONE'S OWN CHARACTER

The accuracy of a person's opinions of his own character will depend somewhat upon his development of self-esteem. If this is excessive, he will have such exalted

views of his own personality that he will disagree with every statement made by an analyst which is not complimentary. On the other hand, if self-esteem is markedly deficient, he will consider a characterological sketch to be flattering when it is but just. A man beholds his own character from the inside outward. Others see his character from the outside inward, which accounts for the satisfactory opinion people occasionally possess of themselves. Some subjects deliberately disagree with the statements of an analyst in order to appear clever, and thus they simply display their own ignorance.

WRITTEN ANALYSIS

When a diagnosis is made in writing, an analyst should be *careful regarding what he states*, for it should be remembered that a characterological delineation of this kind is a *permanent record, and can be used as a recommendation, for which purpose it may be exceedingly valuable.*

A written analysis should be made only in reply to a written request. When this precaution is taken, a subject can under no circumstances complain of the opinions expressed in writing by the analyst. *A printed form of request*, for a reading, can be used for an applicant to sign in advance. This is occasionally advisable. It is usually wise to allow subjects to make their own notes of readings.

It is a strange fact that people do not generally object to being told the truth about themselves, even when statements are uncomplimentary, and this is for the reason that they inwardly take pride in their own faults, for were it not so they would correct them. Selfish people pride themselves on their selfishness. Quarrelsome individuals enjoy contention. Sly people are so by preference. But a selfish man does not wish to be told that he is quarrelsome or sly, a quarrelsome person does not care to be accused of being selfish or sly, and a sly individual will resent the imputation that he is quarrelsome or selfish.

In diagnosis, it is occasionally advisable, but *only by*

**THE ANALYST MUST
BE CAREFUL IN
MAKING A WRITTEN
DIAGNOSIS**

**SOME INDIVIDUALS
INWARDLY TAKE
PRIDE IN THEIR
OWN FAULTS**

**ANALYSIS BY
CORRESPONDENCE**

request, to concentrate attention largely or exclusively upon weak points and to deal in *unvarnished facts*. This is the kind of analysis which some individuals who possess adverse characters need and not infrequently ask for. An analytical reading of this type should invariably be oral, for obvious reasons, and the taking of notes should not be permitted.

If a person wishes to have his character analyzed by an expert characterologist by correspondence in his application, he should state the following details regarding himself, namely, (1) height, (2) weight, (3) greatest lateral cranial circumference, (4) color of hair, (5) color of eyes and (6) complexion. He should also enclose *both exact front and exact profile* portraits of himself. (As a guide in listing and describing features, see Percentage Chart, Lesson XIII.)

**MECHANICAL
MEASUREMENTS
OF CRANIUMS
DESIRABLE FOR
BEGINNERS****MEASUREMENTS AND INSTRUMENTS FOR MEASURING**

In characterological investigations not only the sizes of craniums but the relative (proportional) development of districts should be considered. Mechanical measurements will be advisable for beginners, but with practice accuracy in estimating proportions on sight will rapidly develop.

Although many contrivances have been designed for measuring heads, there are none better for diametrical measurements than steel calipers with scale attached, which can be obtained from dealers in surgical supplies; while for circumferential measurements a small spring tape, marked by inches, preferably of steel, and of such size that it can be carried in the pocket, is excellent. An apparatus recently has been successfully tested for securing the correct outline of the cranium. It consists of a rubber tube with a long, round stick of solder inside, which can be pressed over the head and upon removal will retain its shape while a pencil tracing is made of its outline upon squared paper, which is divided vertically and horizontally by lines ruled in inches and fractions thereof.

CAMPER'S ANGLE

What is known as "Camper's Angle," which was conceived by Professor Camper of Leyden (1722-1789), by which it was claimed mentality could be estimated, is obtained by drawing a base-line from the roots of the upper front teeth to the orifice of the ear, and another from the roots of the upper front teeth to the most prominent part of the forehead. Camper claimed that from the magnitude of the angle made by these intersecting lines the intellectuality of an individual could be gauged; the greater the angle, the higher the mentality.

Unfortunately this scheme of measurement fails to indicate the width, height, length, or size of the brain, all of which must be considered in forming conclusions as to intellectuality, and Camper's Angle is, therefore, of but slight value. It is somewhat useful in measuring and comparing prehistoric skulls.*

HOW TO ASCERTAIN RELATIVE SIZES OF CRANIUMS

The following measurements when added together can be compared with similar totals of other heads to decide the relative sizes of craniums.†

- (1) The distance between the orifices of the ears, measuring over the crown of the head.
- (2) The distance directly over the head from the root of the nose to the occipital protuberance, a bony prominence in the posterior part of the cranium, which can be felt with the forefinger.
- (3) The distance from the orifice of the ear over the upper portion of the antero-superior district (the normal hair line) to the orifice of the other ear.
- (4) The distance from the orifice of the ear over the supero-posterior district to the orifice of the opposite ear.

*Dissertation sur la physionomie des hommes. Ouvrage posthume de M. Pierre Camper. Paris, 1791.

†These measurements being linear are useful for purposes of comparison only, for they do not in any sense refer to cubical contents or to the surface area of the cranium.

**ESTIMATING
MENTALITY BY
MEASURING THE
ANGLE OF THE
FACE AND CRANIUM****MEASUREMENTS FOR
COMPARING SIZES
OF CRANIUMS**

**MEASUREMENTS
THROUGH THE
HEAD**

(5) The greatest lateral circumference of the head just above the eyebrows and ears (over the frontal sinus ridge).

The combined measurements, as above, of a large cranium will aggregate eighty-five linear inches, and of a small cranium eighty-one inches.

Diametrical cranial measurements (through the head) when added together can likewise be used in comparing the relative sizes of craniums, the greater the total of such measurements the larger the brain, thus:

- (1) Length (front to back).
- (2) Breadth (just above the ears).
- (2) Height (from the orifice of the ear to the crown of the head).*

These latter measurements in the aggregate will equal nineteen and one-quarter inches for a large head and seventeen and one-quarter for a small head.

The average breadth of modern Caucasian male craniums measured just above the ears is six inches, five and one-half being small and six and one-half large.

**"WATER MEASURE-
MENT" OF SKULLS**

Stratton, in his "Mathematics of Phrenology," says that in measuring skulls by water measurement, he used a wooden cistern eight inches deep and ten inches square on the inside, one side of which contained a sheet of plate glass upon which was a scale arranged in inches and fractions thereof, zero being placed about five inches from the bottom of the cistern. He filled this with water up to zero and immersed the skull, crown downward, until the water reached the openings of the ears and the transverse sutures, the quantity of water displaced being indicated upon the scale in cubical measurements. In this manner he was able to ascertain the comparative sizes of both skulls and casts of skulls or of heads.

*The height of the cranium can be ascertained by resting a book or flat ruler horizontally upon the crown of the head and measuring the distance between it and the orifice of the ear; while the breadth and length can be obtained by means of calipers.

The cubical capacity of the interior of a skull, and hence the size of the brain it contained, can be fairly accurately ascertained by turning it upside down and filling it with beans, rice or small shot, and then emptying and measuring its contents. A square glass receptacle marked with cubic inches on one side may be used for the purpose. Computations of this description, however, are of but slight value, as it is with the exterior dimensions of the living head that an analyst is engaged, and these can readily be obtained by external tape or caliper measurements, as above described. The eye, however, becomes so trained with practice in estimating proportions of heads that mechanical measurements can soon be dispensed with.*

**TECHNICAL CRANIAL
COMPUTATIONS
NOT NECESSARY
FOR THE ANALYST**

*A "Cephalic Index," which was conceived by Retzius and developed by Broca, indicates the relative proportions of the breadth of the cranium to its antero-posterior length. In making this calculation the extreme breadth of the skull in inches and decimal fractions thereof should be multiplied by one hundred and divided by its maximum antero-posterior length.

(1) If the length of the cranium relative to its breadth produces an index less than 70, it is hyperdolichocephalic—extremely long (*see* Plate 15).

(2) If its length in proportion to its width ranges from 70 to 75, it is dolichocephalic (long).

(3) If its length relative to its breadth is still less pronounced so that the index is between 75 and 80, it is mesaticephalic (medium).

(4) If its length relative to its breadth is still less, so that the index ranges from 80 to 85, it is brachycephalic—short (*see* Plate 1).

(5) If its length is but slight and its breadth excessive, the result exceeding 85, it is hyperbrachycephalic (extremely short).

An index produced by the above method is of value in describing the general proportions of craniums, but there are other indices *which the author would suggest* that are of equal interest to a characterologist, such as the height of the cranium relative to its breadth, which can be ascertained by multiplying the height above the orifice of the ear by 100 and dividing by its breadth. If the resulting index is small, 80 to 85 inches, the height of the cranium relative to its breadth is slight (*see* Plates 4, 19, 25, and 27); while if it is large, 90 to 95, the reverse is the case (*see* Plates 7, 15, and 28).

Again, the relation of the height to the antero-posterior length of the cranium should be considered. This index can be ascertained by multiplying the maximum height of the cranium above the orifice of the ear by 100 and dividing this sum by its extreme length from sinciput to occiput. If the resulting index is small, 60 to 65, the length in comparison with the height of the cranium is great (*see* Plates 3, 10, 15, 21, 27, and 31), and if it is large, 70 to 75, the reverse is the case (*see* Plates 7 and 28).

The above three indices can be differentiated by calling the first the B-L (Breadth to Length) index, the second, the H-B (Height to Breadth) index, and the last, the H-L (Height to Length) index. These indices used *in conjunction* will enable an analyst to describe comprehensively the cranial proportions of a subject.

APPLYING CHARACTERISTICS OF ANIMALS TO MEN IN ANALYZING CHARACTER

FEATURES INDICATIVE OF TRAITS IN ANIMALS HAVE SAME SIGNIFICANCE IN HUMAN BEINGS

CHARACTEROLOGY AS APPLIED TO ANIMALS

Human beings occasionally resemble animals, and when this is the case their characters are similar in certain respects; furthermore, it may be observed that people are usually fond of animals which they resemble. Individuals who have extra long (vertically), arched noses, and long, arched faces are usually fond of horses, and their profiles somewhat resemble those of the horse: men with broad faces and square jaws suggest the mastiff in appearance and their characters are equally obstinate: numerous similar examples might be cited.

Features in men which are similar to those of herbivorous animals indicate timidity: thus narrow heads, long necks, large eyes, narrow jaws, long, narrow teeth, large thin ears, thin skin, fine hair and slender limbs, all refer to traits which accompany timidity. Again, features which correspond with those possessed by carnivorous animals of great strength and pronounced courage relate to similar traits in men: thus broad heads, medium or small eyes, wide nostrils, large mouths, broad jaws, short, strong teeth, small thick ears, muscular limbs, powerful necks and an abundance of coarse hair, refer in both man and beast to power and courage. The large eye of the fawn betokens gentleness and timidity, while the small eye and beetling brow of the tiger denote keen perception, aggressiveness and power, and it will be noted that these features in human beings have similar significance.

Animals as well as humans are of the memorizing and reasoning types. Animals that seek safety in flight, like most birds and the members of the deer and antelope family, belong to the memorizing type, because they are not obliged to reason to any extent regarding the securing of food or protection against enemies. As they subsist upon vegetarian diet which does not require contention in its acquisition, they require only slight reasoning capacity. Animals and birds, on the other hand, which fight among themselves and live

upon animal (flesh) diet, such as the lion, tiger, wolf, panther, the eagle and the hawk, are obliged to be mentally resourceful and plan attack and defense, and thus they cultivate the sense of cunning and trickery which with them, as with men, develops the thinking faculties, in other words, reason. Memory is a more highly developed faculty with most animals than reason. Nevertheless, reason of a low grade, usually erroneously designated instinct, but sufficient for their requirements, is present with all animals, and this is especially the case with the carnivorous species.

**MEMORY A MORE
HIGHLY DEVELOPED
FACULTY WITH ANI-
MALS THAN REASON**

It is well known among breeders of horses that large eyes exhibiting an abundance of white indicates a dangerous animal, one which becomes alarmed without reason and is prone to be vicious, and such eyes in the human species, when in combination with the choleric temperament, have a similar significance; furthermore, nervous, alert, restless eyes in the horse, as in man, manifest spirit, energy and an uncertain disposition. If the eyes of a horse are close together, irritability and temper can be assumed; if far apart, the contrary is the case, and this is likewise true of man.

A narrow forehead with an animal indicates intractability, and with man, if the anterior districts of the cranium are *relatively* contracted, judgment is unreliable.

**A NARROW FORE-
HEAD, IN ANIMAL OR
MAN, INDICATES
INTRACTABILITY**

Horses with arched profiles are excitable and restive, and human beings with arched faces are energetic. Thin, expanded nostrils with horses, as with men, refer to sensitiveness, pride, excitability, spirit and breeding. Horses of quality have strong sharp cut features, as do human beings who are highly cultured. Dogs surpass all animals in sagacity, their intelligence being at times almost human, and this is due to their having associated with men so intimately for untold generations.

A turtle one thousand years old has intelligence not greatly superior to an infant a month old. A dog has the sense of a child of four. An African savage has the mental development of an average Caucasian boy

STUDENT'S COURSE IN CHARACTEROLOGY

CONSPICUOUS TRAITS OF CHARACTER PRESENT IN ANIMALS

of ten. Such are the degrees in the scale of animal and human intelligence.

Among different animals the following traits of character are present to a conspicuous degree, caution, timidity, courage, cowardice, industry, perseverance, laziness, stubbornness, pugnacity, malice, treachery, anger, fastidiousness, pride, humility, resolution, cruelty, affection, sympathy and gratitude. Man is the aggregate of animals in mentality, plus spiritual qualities which he alone possesses.

Animals of certain types, as they have ascended in a continuous scale of mental complexity and increased capacity, were the stepping stones of nature in the creation of man.

BIOGRAPHICAL SKETCHES AND ANALYTICAL READINGS
 OF THE FEATURES OF RENOWNED AND NOTORIOUS
 INDIVIDUALS OF PAST GENERATIONS FROM
 CASTS AND SKULLS

[Each lesson will be accompanied by two or more heads and analytical readings. They should be studied carefully.]

THE author has preferred to make use of the casts of heads and faces of well known individuals of all classes of past generations for illustrating his subject rather than portraits of the living, as candid diagnosis can thus be freely employed and the feelings of no one can be injured. The delineations accompanying the following plates, with the exception of that of Dr. Gall, are intended only as brief sketches and *are not in any sense* to be regarded as complete and detailed readings, which would require more space than could be spared for the purpose.

A death mask is ideal for disclosing the character which belonged to a person in life, for the reason that it shows the countenance minus artificial expressions of every kind; and if both anterior and lateral views are obtainable, as is the case with this collection, every characteristic of a subject stands revealed. The author does not anticipate that his readings from death masks will in all cases correspond in detail with historical or biographical records; in fact, they may at times materially differ, and, indeed, such similarity has not been aimed at. However, as the records from which he takes his diagnoses are implanted in the bone of the cranium itself and in the features of the deceased, he has the authority of nature to substantiate his views and consequently he can rest satisfied as to their accuracy. It has required many years for the author to form his collection of masks and skulls, of which the majority of the subjects shown in these illustrations are a part.

Plate I
FRANCIS JOSEPH GALL
RENOWNED PHRENOLOGIST—1758-1828



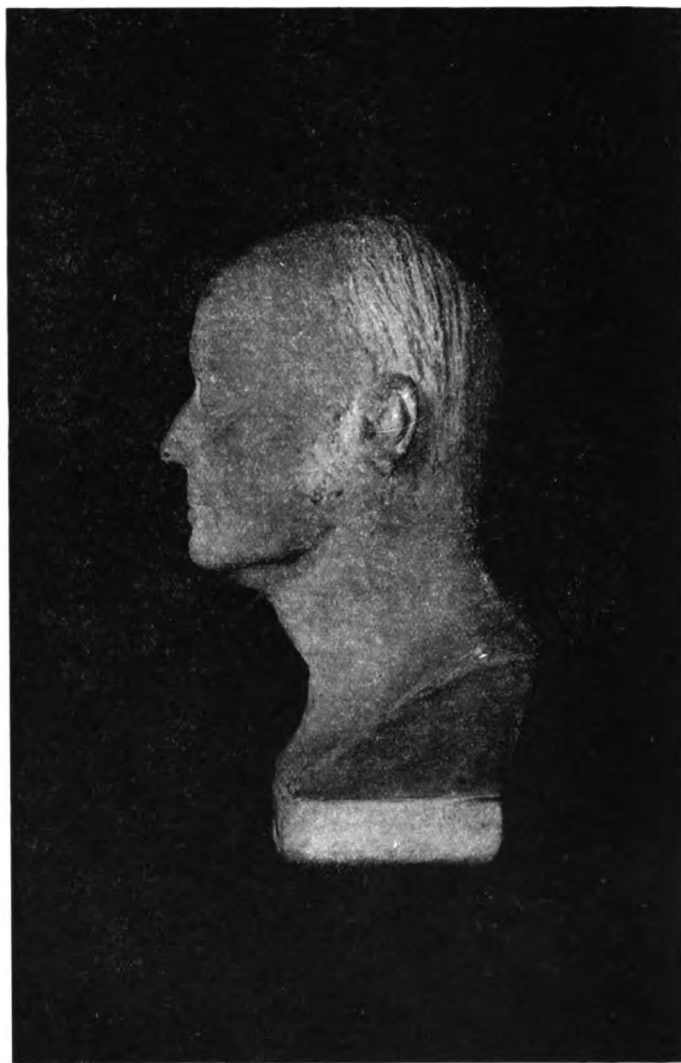
(ANTERIOR VIEW)

Conspicuous Features

- (1) Broad jaws.
- (2) Prominent chin.
- (3) Roman nose.
- (4) Large, well-proportioned cranium, which is conspicuous for height in the supero-posterior district.
- (5) Eyes medium prominent.
- (6) Mouth large and firm with a vertical upper lip.
- (7) Profile vertical.
- (8) Occipital district vertical.

History

Dr. Francis Joseph Gall, the founder of phrenology, was a surgeon of high standing and acknowledged ability and



(LATERAL VIEW)

a lecturer upon anatomy. He was born in Tiefenbronn, March 9, 1758. He began lecturing on phrenology in 1796. Subsequently he lectured with Spurzheim in Germany, Holland and Switzerland. In 1808 he presented to the French Institute a memoir of his discoveries. His death occurred at Montereau, August 22, 1828.

*Character from Cast**

Gall's head is large and well-proportioned and his features are strong and symmetrical; they are a blend

*This analysis of the renowned phrenologist, Gall, is given in detail that the student may appreciate the extent to which a diagnosis can be carried. The readings of the other heads which illustrate this volume are only brief and in outline, as *the complete analysis* of them is left to students in order to assist them in developing characterological ability.

Character from Cast of Gall (Continued)

of the masculine and feminine, his breadth of brain, square jaws and arched nose being masculine, while his vertical forehead, thin lips and prominent chin are feminine; his other features are not strongly defined.

Gall's prominent forehead indicates memory, conscientiousness, benevolence, sympathy and literary tendencies, but while it includes cogitative ability and love of science it does not exhibit profound and creative reasoning capacity of an original and practical description, and the fact is that the phrenological system which he established was not entirely original with him as the dividing of the cranium into areas or zones referring to character was suggested by Ludovico Dolce, a Venetian, in 1562.*

Gall presented his views in a most elaborate way and the illustrations of his great work on phrenology were of high quality. He, however, did not develop his subject to completion, owing to his lack of practicality and originality. His perceptive were not so prominent as they should have been for the accomplishment of the great work which he undertook, although his breadth of brain was excellent. His jaws show great determination and perseverance, which were among his leading char-

acteristics. The postero-superior portion of his cranium implies wilfulness. His thin, firm-set lips show decision, while the breadth of his nostrils evidence longevity. His mentality was based largely upon memory instead of reason, which is shown by his prominent vertical forehead. If Gall had possessed a more original, analytical and profound reasoning brain, his phrenological system would have proved of a more practical and lasting description. Absent-mindedness, which was one of his peculiarities, was due to extreme concentration of purpose.

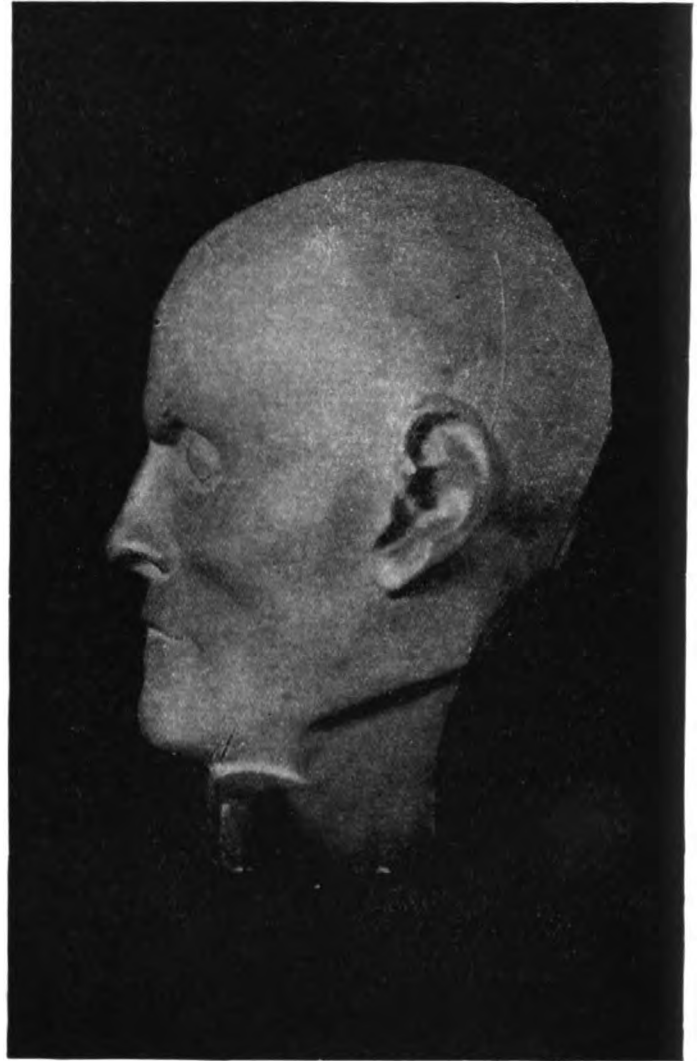
The following traits are also revealed by his features and cranial development. He was observing, emphatic, explicit, intellectual, studious, talented, just, charitable, peaceable, unselfish, considerate, high-minded, genuine, candid, sincere, idealistic, courteous, kind, conservative, patient, tenacious, steadfast, meditative, cautious, diplomatic, industrious, persevering, eloquent and genial. He had great confidence in himself and his mission, and felt that the science of phrenology as developed by him was practical and would be ever useful to humanity. In these anticipations, he was, unfortunately, only partially correct.

*Haskin's History of Phrenology, 1839.

JOHANN GASPAR SPURZHEIM
PHRENOLOGIST—1776-1832



(ANTERIOR VIEW)



(LATERAL VIEW)

Conspicuous Features

1. Exceedingly large head of great circumference and unusual height.
2. Profile vertical, the forehead and chin being in line.
3. Ears large.
4. Eyes fairly large.
5. Nose broad, of medium size in profile and of the Greco-Roman type.
6. Mouth large and lips thin.
7. Perceptives inconspicuous.

History

Spurzheim (1776-1832) was a surgeon and was for years private secretary to Gall, whom he assisted in developing phrenology. He was born near Treves. In 1813, Gall and

Spurzheim differed and separated, the latter proceeding to England where he lectured and wrote for four years. In 1832 he sailed for the United States, and died at Boston on the tenth of November, soon after his arrival.

Character from Cast

Spurzheim's character was marked in several respects. He possessed great energy as shown by his Greco-Roman nose, a fine memory and aptitude for details as evidenced by his prominent forehead and conspicuous chin. Willfulness and determination are shown by his prominent jaws, and memory for things heard by his large, thin ears. His most conspicuous feature was his massive cranium which, judging by its anterior vertical outline, signified memory more than independent reasoning capacity.

TEST QUESTIONS ON LESSON I

(Before undertaking Lesson II be sure you can answer, satisfactorily to yourself, the following Test Questions on Lesson I.)

1. *How does Characterology rank as a science?*
2. *On what sciences is it directly based?*
3. *Why is a knowledge of Characterology important to every individual?*
4. *Name three conspicuous points of difference between the McCormick system of Character Reading and other systems.*
5. *What new faculty has been located in the cranium, in the McCormick system?*
6. *Why has character reading in the past not been scientifically successful?*
7. *What traits are essential to the characterologist?*
8. *What three classes of subjects may the character analyst expect to meet?*
9. *Is reading the character of friends desirable?*
10. *How may opposing traits in subjects under analysis be designated?*
11. *Do neutral and positive traits blend in all individuals?*
12. *Is character determined from traits usually in evidence in a subject, or otherwise?*
13. *Illustrate the necessity of consulting both cranium and features in diagnosis.*
14. *Name three methods of procedure suggested in this Lesson as helpful to the student.*
15. *Describe an interesting experiment with photographs of different people.*

TEST QUESTIONS

16. *By what method has the author classified features?*
17. *Are plaster casts desirable in analyzing character, and why?*
18. *Into what three groups can prominent features be placed?*
19. *How may mistakes be turned to advantage by the student of Characterology?*
20. *Should the analyst refrain from making uncomplimentary diagnoses of a subject?*
21. *Are mechanical measurements helpful to the beginner?*
22. *Describe "Camper's Angle."*
23. *Describe a method of ascertaining the relative sizes of craniums.*
24. *How may a knowledge of traits and characteristics of animals be helpful in analyzing human character?*
25. *Name some traits of character present also in animals.*

STUDENT'S COURSE IN
CHARACTEROLOGY
AN EXACT SCIENCE

Lesson II—Page 3

IN FIFTEEN LESSONS

LESSON II

CHARACTEROLOGY—GENERAL PRINCIPLES—HOW THE
FEATURES ARE INTERPRETED—UTILITY OF THE
SCIENCE—SIGNS OF ANALYTICAL ABILITY—
WHY FEATURES REFER TO SPECIFIC
TRAITS OF CHARACTER—CHARACTER-
OLOGICAL DISARTICULATED HEAD—
TENETS AND RULES

New ideas spring from old ideas, just as new branches develop from old branches. Knowledge is the fruit of the tree of knowledge, the roots of which are deeply embedded within the brain, and as fruit ripens in the sun, so knowledge is matured by the sunshine of reason.

Character refers to the distinguishing mental and moral qualities of an individual, and while it is innate and hereditary, it is influenced and modified through life by occupation, health, diet, climate and conditions, and by circumstances, both great and small, and therefore matters of diverse kinds are to be taken into consideration in its analysis.

CHARACTER READING on the part of the public is and always has been fragmentary, vague and unsystematic. If one who considers himself a judge of character but who is untrained in the study of Scientific Analysis, is requested to describe an original, an imitative, a memorizing, or a reasoning brain, or is called upon for an explanation of his views, he can give none, for his opinions are based merely upon conjecture. It is unreliable, unscientific reading of this kind which Characterology is designed to correct.

Supposing that 100 per cent represents complete insight into a stranger's character, 4 per cent would be approximately what an average individual would be capable of discerning; 5 per cent would be the ability

**THE UNTRAINED
OBSERVER BASES
HIS OPINIONS ON
CONJECTURE**

THE AMATEUR
VENTURES A FEW
GUESSES, WHILE THE
SKILLED ANALYST
CAN MAKE A HUN-
DRED OR MORE
CHARACTERIZATIONS

THE STUDENT
SHOULD TEST THE
PRINCIPLES SET
FORTH IN THE
LESSONS BY HIS OWN
EXPERIENCES

of a fairly shrewd person; 6 per cent that of a clever man of the world; while 95 to 100 per cent would represent the analytical ability of a highly educated and trained expert. But few unacquainted with the science can venture upon more than six uncertain opinions concerning the character of a stranger, while a skilled analyst can diagnose to the extent of from one hundred to two hundred decisive statements. From this can be estimated the extreme value of education in the subject.

There is little credit in diagnosing character as to a few evident traits, for such is within the capacity of all men; *but to succeed vastly beyond this and make a large number of statements embracing the entire personality of an individual, and that without errors or omissions, is a performance requiring knowledge and experience.*

Some of the principles herein set forth will doubtless appear strange to the novice. Should such *be the case, he is not expected to accept them on faith, but to try them out.* He must, however, be conscientious and give them *a thorough test in accordance with the rules herein formulated*, after which he can be his own judge. If he doubts that large, protruding eyes denote memory, he should review in his mind the faces of all the people whom he knows who possess this variety, and see for himself if every one of them has not a good memory. If he questions that broad, square jaws indicate stubbornness, let him consider the disposition of acquaintances who have such jaws and see if the sign is not correct.

If he doubts that a Roman nose refers to the desire to dominate and command, let him call to mind friends who possess this variety and note if these traits are not conspicuous in their characters. If he questions that a high, vertical forehead implies conscientiousness, sympathy, and benevolence, let him consider the people whom he knows who have such foreheads and observe if they do not possess these traits. Thus, in a brief time he can test the truth of a sufficient number of

indications to satisfy himself as to the probable accuracy of the remainder.

The mind designs and arranges its own dwelling place and belongings, which include the cranium, features and body, and consequently physical conformation must harmonize with mental aptitudes. If a man's character, through heredity, is forceful and aggressive, special development will take place around certain features, such as the arch of the nose, the chin, the jaws, or the superciliary ridge (the base of the forehead) forming strong, bony construction, to give added resistive strength to those parts for protection against accident or harm in physical contest or otherwise; and, furthermore, all muscular and osseous portions of his organism will develop precisely where required and in harmony with his mental aptitudes. On the other hand, if an individual is non-combative by nature, particles of osseous and resistive material will not form *to the same extent* in such parts, and thus, from the strength or weakness of construction and external configuration of the cranium, features, and body, the presence or absence of aggressiveness and of associated traits can be deduced.

Likewise, from similar data, character *not only in general but in detail* can be discerned, as all traits possessed by man have their relative and proportional influence in the building of his material structure. With intellectual persons, the anterior portions of the cranium expand upward and laterally, while with the unintellectual such development does not take place to the same extent, so that *precisely in accordance with outward appearances the strength or weakness of all dispositions possessed by man becomes manifest, and it is upon these principles that Characterology is based and becomes positive.*

HOW THE DEVELOPMENT OF CHARACTER INFLUENCES PHYSICAL FEATURES

BASIC PRINCIPLES

HOW FEATURES ARE INTERPRETED

There is a certain conformation of countenance which simultaneously develops and harmonizes with every inward thought and feeling, and hence it results that

STUDENT'S COURSE IN CHARACTEROLOGY

CHARACTER IN ITS
ENTIRETY IS
REVEALED BY COM-
BINATIONS OF
FEATURES

CHARACTEROLOGY
IS BASED ON THE
LAWS OF ANALOGY

the continual activity and display of a particular trait ultimately, through repetition, produces a fixed expression which an experienced observer can interpret instantly. In this way, suspicion, audacity, pride, defiance, despair, benevolence, cruelty, stupidity, lethargy, energy, pugnacity, sarcasm, contempt, or curiosity, when established in the character *becomes stamped upon the countenance.* Traits are expressed by individual features, but character in its entirety is revealed by combinations of features and by the summing up and weighing of signs one against another.

The Science of Characterology has been developed largely by means of analogy, which argues that if one thing is true and so is another, therefore a third, which has a similitude to both the first and the second, must also be true. Thus, the diagnostician observes that "A" has a broad frontal brain and possesses superior reasoning ability, "B" has a similar brain and has equal reasoning powers, "C" the same, "D" likewise, and hundreds or thousands of similar cases are noted; and as under such conditions, reasoning capacity is invariably found to be conspicuous, except when contradictory indications are present, breadth of the anterior portion of the cranium must imply reasoning power. Again, the analyst observes that "X" has a tall, narrow brain with a vertical forehead and that while his reasoning ability is not remarkable his memory is excellent. "Y" has a similar brain and he has equal memorizing powers, "Z" the same, and from the observation of thousands of similar cases, the conclusion becomes inevitable that this conformation of brain refers to memory. By similar procedure all facial and cranial dimensions and outlines are systematically analyzed, and strictly in accordance with the laws of logic their meanings are revealed and *the features thus become indices of the mind.*

Physiognomy, figuratively speaking, contains certain letters of the characterological alphabet, Phrenology, as herein revised, others, and Pathognomy still others;

while *in combination* these coördinating sub-sciences spell out words and sentences which refer to character, and *these considered collectively constitute the Science of Characterology*.

The meanings of the features and of the cranial districts are ascertainable in *ten* distinct ways:

(1) By observing the countenances of all men and noticing that different shaped features are accompanied by different traits of character.

(2) By examining one's own features, noting those which are conspicuous and observing the prominent traits which accompany them.

(3) By scrutinizing one's features under contortion while intentionally portraying different feelings, such as anger, fear, hope, sorrow, mirth, etc., and observing that the outlines of the features, thus purposely assumed, correspond with the normal expressions of countenance of those who by nature possess such traits to a marked degree.

(4) By assuming before a mirror facial expressions which are similar to the established features of individuals who possess certain distinct traits of character, when through inward consciousness the significance of such features becomes automatically apparent.*

(5) By comparing photographs of well known persons who have similar conspicuous features or cranial proportions and observing that similar marked traits pertain to them.

(6) By studying the countenances of distinguished individuals of the same profession or occupation and noting that distinctive features and corresponding traits belong to many of them.

(7) By examining the features and craniums of the insane and observing if the eccentricities which

HOW THE MEANINGS OF FEATURES AND CRANIUMS ARE ASCERTAINED

COMPARISON OF FACES OF INDIVID- UALS OF SAME OCCUPATION OR PROFESSION

*But few realize when they view themselves in mirrors that their likenesses are reversed, so that the right side of the face becomes the left; a photograph, however, owing to its being the reverse of the negative, is correct, the right side appearing as the right side, and the left as the left.

STUDENT'S COURSE IN CHARACTEROLOGY

they severally possess harmonize with the traits to which their conspicuous features and cranial proportions refer.

(8) By examining criminals and noticing if their prominent features or cranial districts are accompanied by distinct mental peculiarities and classifying such data.

(9) By comparing the heads of different tribes, races, and nations and noting if certain marked peculiarities in the outlines of their features or craniums coincide with well known national traits; if so, such features and cranial conformation probably refer to those traits.

(10) By checking the foregoing methods one against the other it will be observed that results harmonize; and finally by systematizing such deductions, the meanings not only of all features and cranial outlines, but of all combinations of features facial or cranial, become apparent, and the investigator finds himself *the master of an exact science*.

UTILITY OF CHARACTEROLOGY

SOME OF THE MANY USES OF CHARACTEROLOGY

The following are a few of the manifold uses of Characterology:

(1) It is a guide to the development of character.

(2) It enables parents to educate their children advantageously, through having a complete knowledge of their innate aptitudes and inaptitudes.*

*By means of this science even the mentality of children can be diagnosed, their future capacities and incapacities named, and their most advantageous educational careers outlined. In analyzing the features of young children it should be especially observed if the head is long or short, high or broad, and likewise the color of the eyes, the fullness of the lips, the dimensions and refinement of the ears, and the degree of development or under-development of the nose, the complexion, whether light or dark, and also the temperament. The probable alterations in the features and cranium which accrue to children as they grow older, as set forth in a later section, are, however, to be anticipated by the analyst and allowances made therefor. Furthermore, an experienced reader of character can delineate the character of children from photographs, provided both front and side views are exhibited.

(3) It assists instructors to direct the work of their pupils in proper channels by observing whether memorizing or reasoning capacity predominates and if they possess natural aptitudes which apply to mathematics, languages, history, poetry, music, art, law, medicine, or commercial pursuits, and later in the selection of professions or occupations which harmonize with their innate abilities.

**ASSISTANCE
IN DIRECTING
EDUCATION**

(4) It is valuable in military and naval institutions in the selection and advancement of officers.

(5) One who is proficient in this science can estimate his own mentality, so that he will seldom attempt the unattainable or fail to strive after achievements within his capacity.

**ENABLES ONE TO
ESTIMATE HIS
OWN MENTALITY**

(6) It provides a method whereby a person can weigh not only the ability but the integrity of commercial associates and competitors.

(7) It is requisite for agents and salesmen in judging their customers and in deciding the most advantageous methods of dealing with them.

(8) It is useful to business men in the choice of partners and in the employment of managers, clerks, mechanics, or laborers, so that natural ability will harmonize with work in hand and every employee will possess the precise innate capacity which will enable him to become an expert in the department to which he is assigned.

**VALUABLE TO
EMPLOYERS
AND MANAGERS**

(9) It is requisite to a householder in the selection of domestics.

(10) It assists in the choice of companions that their dispositions may harmonize with one's own, so that friendships once formed will be lasting.

(11) It is an aid in matrimonial selections that the characteristics of contracting parties may be complementary, so that life-long congeniality will prevail.

**AN AID IN
MATRIMONIAL
SELECTION**

(12) It is valuable to the physician to enable him to infer the mental condition of his patients.

STUDENT'S COURSE IN CHARACTEROLOGY

A GUIDE IN CONSULTING PROFESSIONAL MEN

(13) It is useful to the psychopathologist and alienist in diagnosing cerebral disorders such as melancholia or hypochondriasis, and in the treatment of the insane to ascertain the area of the brain affected.

(14) It is a guide in consulting professional men, of every class, to enable a person to differentiate between those who possess minds of the memorizing and reasoning varieties, so that he may select the former for textual information but the latter for practical advice.

(15) It enables a lawyer to appraise the calibre of both judge and jury, so that his arguments may be fitting and convincing.

(16) It is useful to a judge in impaneling a jury.

(17) It makes it possible to assess the mentality of a prisoner and estimate his veracity under examination.

A HELP IN SEEKING CRIMINALS

(18) It is a help to a detective in seeking a criminal, as features, in a general sense, fit the crime, and it is of use likewise in the reformatory treatment of criminals.

(19) It enables an orator or clergyman to adapt his remarks to the intelligence of his audience.

(20) It is invaluable to the theatrical manager in the selection of his cast, so that the part assigned each actor may harmonize with his mental powers.

(21) It is requisite to an actor to enable him to transform his personality, that he may correctly represent various characters.

(22) It is an aid to a novelist or dramatist in portraying character.

(23) It is a guide to the sculptor, portrait painter, and caricaturist in depicting features.

(24) A musician can thus estimate the talent and possible development of his pupils.

(25) It assists in sports and pastimes in forecasting the capacity of competitors.

(26) It is requisite to a politician in deciding the caliber of his opponents.

(27) It is useful to the public in the selection of competent representatives for government offices.

The foregoing is an extensive list of advantages possessed by those who acquire a practical knowledge of Characterology, and yet it is not exhaustive for the utility of the science among all classes daily and throughout life is limitless.

Characterology is *practical psychology* for it enables men to appraise the mentality of their fellow men at its true value. In fact, when scientific analysis becomes common knowledge, men will be able to diagnose character so accurately that truth and virtue will be cultivated, and evil will be shunned by all for fear of discovery.

There are matters, however, which a diagnostician cannot accomplish; for instance:

(1) He cannot discern beyond a shrewd inference as to whether a person is speaking the truth upon a *particular* occasion, although the inherent tendency toward honesty or dishonesty will be apparent in the countenance.

(2) He cannot read the future except as to broad possibilities.

(3) He can read a man's past but in a general sense.

(4) He cannot discover what a man is thinking about.

(5) He cannot state the precise occupation or profession in which one is engaged, as such does not necessarily coincide with aptitudes.

Such statements seem self-evident and yet the author has frequently been questioned regarding them. If an analyst could read the mind beyond stating its innate capacities and could interpret the past and future, he would be a dangerous companion, but fortunately such is not the case.

CHARACTEROLOGY IS PRACTICAL PSYCHOLOGY

LIMITATIONS OF DIAGNOSIS

STUDENT'S COURSE IN CHARACTEROLOGY

THE CHARACTER ANALYST LAYS BARE FOUNDATION TRAITS

Furthermore, a diagnostician cannot be expected to detail the traits which an individual *customarily* exhibits to his friends, but he can lay bare the foundation traits which govern the life of the subject. People do not always know their friends as well as they think they do. There are those who pass through life pretending to be what they are not, so that even their intimate acquaintances do not understand them; in fact, most people endeavor to persuade the world that their characters are superior to reality. All men are actors although some are more proficient than others.

A delineator should, therefore, "read between the lines" and not invariably accept as innate the dispositions which are put forward for him to accept. In character analysis one must delve into the innermost depths of the mind, where truth lies concealed.

SIGNS OF ANALYTICAL ABILITY

ABILITIES ON WHICH SUCCESS IN DIAG- NOSIS DEPENDS

Success in characterological diagnosis depends upon:

- (1) Keen perception.
- (2) Power of concentration.
- (3) Powers of comparison and discrimination.
- (4) Ability to carry in mind the different signs of traits so as to decide readily whether favorable or unfavorable indications predominate and to what extent.
- (5) Ability in forming accurate deductions instantly from any and every combination of features.
- (6) Self-confidence based upon knowledge and experience.

Development of these powers depends upon a thorough education in the science, upon practice and upon the determination to succeed.

THE READER OF CHARACTER MUST CONSIDER TYPICAL SIGNS OF TRAITS

The reader of character should *primarily* consider typical signs of traits and *not be unduly influenced by temporary facial expressions*, although the latter *are not to be disregarded*. Simply because the face of a subject

while under analysis is placid one must not draw the inference that mental activity is absent, or if he wears a smile, conclude that he is not serious-minded. Subjects occasionally assume a deeply mournful countenance, while others become hilarious, but such tendencies will not mislead an experienced diagnostician.

Analytical ability is indicated by:

- (1) A large and active brain of superior quality.
- (2) A broad and somewhat receding forehead.
- (3) Prominence of the cranium over and above the eyes and nose (the superciliary ridge).
- (4) Prominence of the Antero-lateral District (Lesson VIII).
- (5) Eyes wide apart, not too prominent, and of average or small size.
- (6) Complexion, hair and eyes of medium shade.
- (7) The Reso-Mental temperament (Lesson III).

To few analysts will belong all the foregoing characteristics, and, while desirable, *they are not all requisite, for every person of intelligence, who possesses sound judgment, can with study and practice succeed.* After having made a thorough survey of a subject, such a mass of deductions flood the brain of a diagnostician that it is frequently difficult for him to decide, *not what to say but how to begin his reading.*

**SIGNS OF
ANALYTICAL
ABILITY**

**EVERY PERSON OF
INTELLIGENCE AND
JUDGMENT CAN
SUCCEED**

**WHY FEATURES REFER TO SPECIFIC TRAITS OF
CHARACTER**

The question has frequently been asked, "Why do certain shaped features, the proportions of the cranium, the color and texture of the hair, or different complexions, evidence distinct traits of character?"

Such queries go to the root of matters. They have not heretofore been satisfactorily answered, and in some cases are difficult to answer.*

*The mind of a beginner in the pursuit of this science is invariably overflowing with inquiries which he will find answered *in full* by the time he finishes studying the Course.

STUDENT'S COURSE IN CHARACTEROLOGY

EXTERNAL CON- FIGURATION MUST BETOKEN INTERNAL DISPOSITION

In discussing scientific subjects and inquiring into the why and wherefore of facts and conditions, it is necessary to reason largely by analogy.

That external configuration betokens internal disposition is beyond question, for the proof is ever before our eyes and is too overwhelming to be disputed.

Breadth stands for strength. Broadly built men and broadly built animals are powerful, and owing to this fact they are able to be and hence are forceful, and such force displays itself not only physically but in character. Broad features suggest decided traits for the reason that they are associated with broad brains and broad bodies, both of which stand for power, and furthermore, they accompany capacious vital organs which imply strength. It is equally true that narrow features are associated with narrow brains, slender bodies and contracted vital organs, and as human beings as well as animals who are built on the narrow plan are deficient in strength, such features show weakness, and hence a yielding disposition, lack of initiative and timidity which accompanies physical weakness.

Why the features refer to various and particular traits of character will be considered in detail under the following headings:

- | | |
|---------------------|-----------------|
| (1) Eyes. | (5) Ears. |
| (2) Nose. | (6) Hair. |
| (3) Mouth. | (7) Complexion. |
| (4) Jaws and Teeth. | |

WHY THE EYES HAVE CERTAIN SIGNIFICANCE

(1) *Eyes:* Prominent eyes signify memorizing power, and this may be accounted for as follows:

Prominence of the eyes (protrusion) develops as a result of close literary application on the part of students, or when hereditary, owing to such application on the part of ancestors, possibly remote, from whom they inherit, this variety being usual with receptive memorizing brains. For antithetical reasons eyes which are not prominent do not imply memorizing capacity.

(2) *Nose*: An arched nose denotes strength of purpose and a desire to dominate and subdue, while one which is concave suggests a more yielding character, and this is accounted for as follows:

All men develop features which harmonize with their dispositions. Arched noses are structurally strong and this variety is consequently possessed by forceful, aggressive individuals; while concave noses, are not structurally strong, and they belong to those who are non-aggressive and who habitually avoid contention. A man who by nature is of a domineering disposition is decisive in feelings and therefore in speech, and this causes the air in breathing to be forcefully inhaled and exhaled through the nostrils, which in the course of years from childhood upward, develops the bridge of the nose. In this connection it may be noted that children are never born with arched noses.

**WHY THE NOSE
DENOTES TRAITS
OF CHARACTER**

(3) *Mouth*: Protrusion of the mouth and lips is the result, through heredity, of two causes: The first is the expression of the affections, and the second is love of food. Mouths and lips of this description are becoming less pronounced as civilization advances. Man in his continuous development is departing from the animal type. His mouth, jaws and lips are receding, and this is because his food is conveyed to his mouth by his hands, which was not altogether the case with his animal progenitors.

**WHAT THE
MOUTH REVEALS**

(4) *Jaws and Teeth*: Broad jaws and strong teeth show wilfulness and decision of character, and this is accounted for as follows:

Man's primitive ancestors required powerful jaws and formidable teeth to enable them to bite and tear their tough uncooked food, and this necessitated and developed not only physical strength but accompanying will power. Large strong teeth, and especially long, pointed canine or eye teeth, are, therefore, an inheritance from the remote past and predicate force

**WHY THE JAWS
AND TEETH INDICATE
CHARACTERISTICS**

STUDENT'S COURSE IN CHARACTEROLOGY

THE EARS ARE ACCURATE INDICES OF CHARACTER

of will and pugnacity. Such teeth are conspicuously developed in combative and carnivorous animals, and similarly, human beings who possess this variety are instinctively wilful and aggressive.

(5) *Ears:* Large, broad, thin, and well-convoluted, translucent, delicately formed ears evidence aural capacity, love of music and memorizing power, and this is because the ears are fashioned solely for the conveyance of ideas in the form of sound impressions to the mind. It is natural, therefore, that the more delicate and refined they are, the greater is their receptivity and the higher is the quality of music which appeals to them. Ears of this sensitive type indicate memory, for by means of the ears a large proportion of all information is conveyed to the brain, and therefore, the larger, more refined and more receptive the aural instruments, the greater is the hearing capacity, thus causing the development of musical and memorizing ability.

WHY THE HAIR INDICATES STRENGTH OR WEAKNESS OF CHARACTER

(6) *Hair:* Coarse hair is a masculine indication and a sign of strength, decision and firmness, while fine hair is feminine and shows refinement, and this is due to the harmony which exists between the physical and mental side of man. Coarse, powerfully built individuals have strong, heavy bones, strong teeth, and coarse skin and hair, and as strength of physique and force of character are associated, such individuals possess forceful dispositions. Our remote ancestors, previous to the introduction of clothing, doubtless had an abundance of coarse hair upon their faces and bodies, and physically as well as in character they were wilful, uncompromising and severe. On the other hand, hair which is fine is contrary to physical strength, and suggests cultivation and refinement, qualities which have developed with civilization. Likewise, hair upon the body, owing to warm habitations and abundant clothing, is no longer requisite and has therefore grown finer in texture and is gradually disappearing.

(7) *Complexion:* From the complexion disposition can be gauged. A florid coloring refers to an excitable

temperament, and is caused by a rapid and excessive flow of blood to the brain, increasing mental activity and causing the complexion to flush. On the other hand, an anæmic complexion is the result of a slow or insufficient supply of blood to the brain, which is accompanied by placidity, lethargy, and a calm or phlegmatic temperament.

**THE COMPLEXION
REFERS TO
TEMPERAMENT**

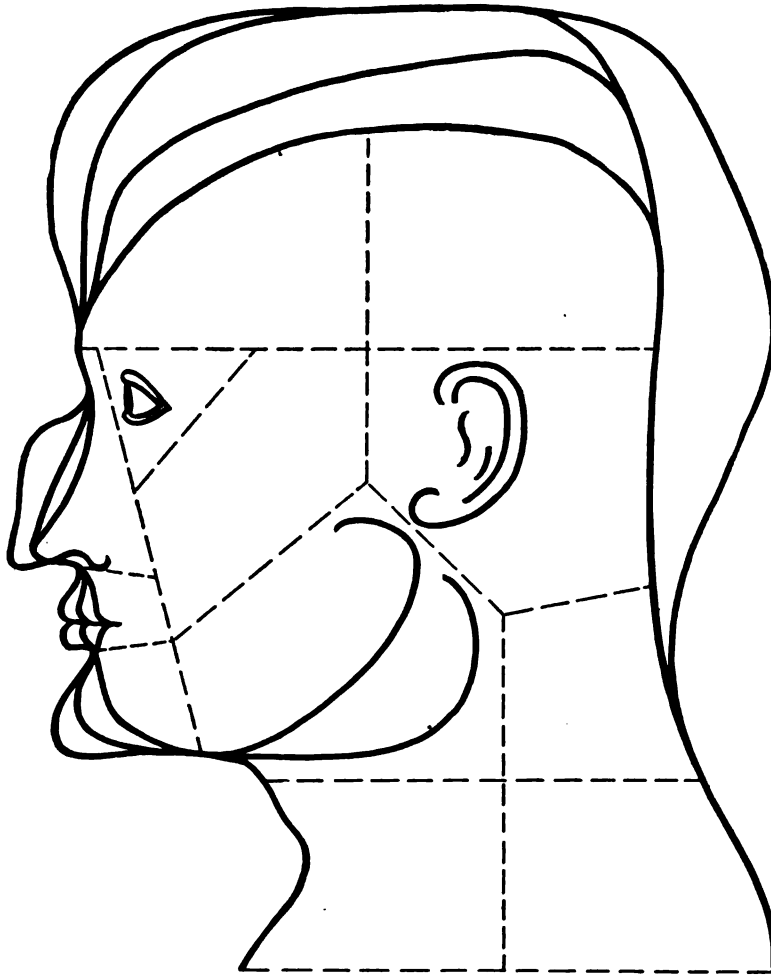


CHART A
CHARACTEROLOGICAL DISARTICULATED HEAD

TYPES OF HEADS

CHARACTEROLOGICAL DISARTICULATED HEAD

The outline head introduced with this lesson is intended to illustrate the extreme differentiation of character which results from the substitution of one

**PURPOSE OF THE
CHARACTEROLOGICAL
DISARTICU-
LATED HEAD**

STUDENT'S COURSE IN CHARACTEROLOGY

HOW TO MAKE USE OF THE DISARTICU- LATED HEAD

shaped feature in place of another, or by altering the conformation or size of the cranium.

The student can make tracings of the head, and mount them upon card board. The features then can be cut out and variously combined. The cutting should be extended through the dotted lines and a black background used upon which to assemble the combinations.

It will be excellent practice for students to shift the features and analyze the traits thus depicted.

THE McCORMICK SYSTEM LAID DOWN IN TENETS AND RULES

TENETS AND RULES OF THE McCORMICK SYSTEM

The following tenets and rules can be lightly considered in the first reading of the Lessons, but subsequently they should be *repeatedly and carefully reviewed*. They have been entered at the beginning of the course in order that students may obtain a broad survey of the principles of the science at the outset, but they will not be fully understood until the Lessons have been studied and digested in their entirety.

THE VARIOUS INDICATIONS OF CHARACTER

(1) Character is indicated by facial and cranial outline; by the size, contour and refinement of the features; by the actual and relative proportions of the head, body and limbs; by the complexion; by both permanent and fleeting expressions of countenance; by speech, deportment and costume; by all the products of the mind and hand of the individual and by the element of sex.

EVERY NORMAL PERSON POSSESSES ALL TRAITS IN VARYING DEGREES

(2) Persons of normal mentality are possessed of all traits of character ranging in strength from a low percentage to 100 percent, and while prominent traits are frequently in evidence, those of minor import are occasionally displayed. Every man's character is positive and negative, favorable and unfavorable, in different degrees and various respects.

(3) Compensation is the rule, referring to character. Men, intellectually, exist in strata of mental capacity, but within each stratum, deficiency in one group of

traits is compensated for by extra strength in another group. Prominence in some particular capacity usually indicates proportional deficiency in some other respect. No individual possesses to a marked degree the entire list of favorable traits and no one possesses conspicuously all the unfavorable traits.

(4) The more traits there are in a person which are strong, the more conspicuously weak are his weak traits; the more traits there are which are weak, the more conspicuously strong are his strong traits.

(5) A brain of unusual strength and capacity is superior in quantity (or size), quality, activity, and proportions (Lesson VIII).

(6) Lack of size of features or of cranial districts, poor quality of brain or inactivity of mind, are as decisive in their influence upon character and therefore as important in diagnosis as size, quality and mental activity.

(7) A brain of small size may be of high quality or superactive, while one of large size may be deficient in these respects.

(8) As brains increase in size beyond the average, they become more powerful but less active.

(9) A brain which is broad, long or high is more efficient than one which is narrow, short or low.

(10) A large brain is seldom uniformly highly developed, while a small one is rarely uniformly dwarfed.

(11) The significance of a large cranium is the same as that of a smaller one of the same shape, but with the former mental *power* is more conspicuous.

(12) A brain may be uniformly active or harmoniously inactive, or parts of a brain may be active and other parts inactive, depending upon the relative development (prominence) of the different districts. A narrow brain is comparatively inactive in the lateral districts, a low brain in the superior districts, and a short brain (front to back) in the posterior districts.

(13) When the brain is uniform in proportions, and features are average in size and symmetrical, the

DEFICIENCY IN ONE GROUP OF TRAITS COMPENSATED FOR BY STRENGTH IN ANOTHER GROUP

STRONG TRAITS ACCOMPANY CONSPICUOUSLY WEAK TRAITS AND VICE VERSA

NEGATIVE SIGNS OF CHARACTER IN DIAGNOSIS AS IMPORTANT AS POSITIVE SIGNS

RULES GOVERNING THE INDICATIONS OF THE BRAIN IN POINT OF SIZE AND SHAPE

**WHEN BRAIN AND
FEATURES INDICATE
A BALANCED
CHARACTER
AND VICE VERSA**

character is balanced and conspicuous traits are not evident, but when cranial districts are unequally developed and features are irregular in their proportions, traits vary in strength. Great irregularity of proportions, facial and cranial, indicates strength and weakness of character in marked contrast.

(14) The strength of any particular encephalic (brain) district beyond the general strength of the brain is indicated by the relative development of such district beyond that of its adjoining districts and of the rest of the brain.

**BREADTH REFERS
TO POWER, NAR-
ROWNESS DENOTES
DEFICIENCY**

(15) Breadth of cranium, features and body refers to power, stamina and perseverance, mental and physical, while narrowness denotes activity but deficient power.

(16) Traits are designated *masculine* and *feminine* according to the sex in which they *usually* predominate, although all traits are present in varying strength in both sexes.

**SENSE IN WHICH THE
TERMS "MASCULINE"
AND "FEMININE"
ARE USED IN
CHARACTEROLOGY**

(17) Districts are designated *masculine* which when highly developed refer to *masculine traits*; those are designated *feminine* which when prominent refer to *feminine traits*. Masculine districts *when depressed* refer to feminine traits; feminine districts *when depressed* refer to masculine traits.

(18) The feminine element (sex) modifies the forceful significance of all forceful signs (facial or cranial), and hence traits; while the masculine element (sex) enhances the force of all such signs. Consequently men are usually more forceful than women and this is so even when their features are similar.

(19) The activity or inactivity of every district of the brain influences and is influenced by the activity or inactivity of every other district. The activity therefore of every trait according to its strength influences and is influenced by every other trait. The influence of strong or active traits upon general mentality is strengthening, that of weak traits is reducing.

(20) The composite influence of many traits decides the conformation of each and all of the features as well as of all cranial districts, but *a certain class of traits exercises greater influence upon particular features and certain districts, and others upon others.*

(21) Features which are opposite in contour imply opposite traits, and similarly districts which are prominent are antithetical *in significance* to such districts when depressed.

(22) Considered separately, facial or cranial signs are not *invariably* conclusive, but when several are confirmatory, they are indisputable.

(23) Temperament, according to its variety and intensity, influences mentality *to a marked degree, directly affecting all traits. It must, therefore, always be considered in diagnoses.*

(24) In calculating the strength of different traits, Physiognomical, Phrenological, Pathognomical and Temperamental indications, which are frequently at variance, are to be weighed against each other, and furthermore, Quantity, Quality, and Activity of brain are to be considered.

(25) Faculties which are frequently exercised grow in strength, while those which are seldom displayed through lack of use deteriorate, and further, if one specializes upon and develops one trait out of a group of traits and neglects to exercise others, the individual trait thus exercised will develop in strength beyond that of its companions.

(26) Prominence of a district shows that the positive traits which pertain to it are conspicuous in the character, while its depression signifies that they are inconspicuous and that antithetical traits are active.

(27) Highly developed districts, whether adjoining or separated, conjointly display a dominating influence while undeveloped districts have a combined negative effect upon the character.

(28) The indications of a prominent district are

CONSIDERED SEPARATELY, FACIAL OR CRANIAL SIGNS ARE NOT INVARIABLY CONCLUSIVE

TEMPERAMENT AFFECTS ALL TRAITS

INDICATIONS MUST BE WEIGHED AGAINST EACH OTHER

FACULTIES FREQUENTLY EXERCISED GROW IN STRENGTH, THOSE LITTLE USED DETERIORATE

THE INDICATIONS OF PROMINENCE IN THE CRANIAL DISTRICTS, AND OF DEPRESSION

**THE SELECTION OF
TRAITS DEPENDS
UPON THE INFLUENCE
OF ALL FACTORS**

extra-pronounced when its adjoining districts are especially undeveloped, and conversely, the negative traits which pertain to an undeveloped district are markedly conspicuous when its adjoining districts are especially highly developed.

(29) No individual trait can express the full significance of a district; its total meaning can be described only by a complete list of all the allied traits which belong to such district.

(30) All traits which pertain to a district are not *equally* applicable to every person in whom such district is prominent. The precise traits which apply in individual cases depends upon the influence of other traits and upon temperament, sex, age and circumstances.

(31) As the brain is composed of various districts, happenings of one kind throw one portion into activity and of a different variety another, although every mental excitation doubtless exercises more than one district to a greater or lesser degree.

(32) Within the boundaries of a district, the exact location of any particular trait belonging to the group of traits which pertain to such district, cannot be definitely ascertained.

**THE "NEUTRAL
ZONES" OF THE
BRAIN**

(33) The areas midway between districts partake of the joint indications of such contiguous districts and therefore do not evidence decisive traits; such areas are, in other words, neutral zones. There are no sharply defined divisions between districts.

**ADJOINING DIS-
TRICTS, MUTUALLY
PROMINENT, ARE
ANTITHETICAL**

(34) While all parts of a district are allied in meaning, adjoining districts when mutually prominent are antithetical. The center of one district and the center of an adjoining district, when mutually highly developed, are markedly antithetical, while the intervening space between such centers gradually shades from one decisive class of traits into that of its neighbor.

(35) Two districts, which are contiguous to a third district, are each antithetical to such third district, but they are differently antithetical. The above trans-

pires when all three districts are prominent or all three are depressed.

(36) Extra-prominent districts, and pronounced features *which refer to the same traits*, in combination denote great strength of character in special directions, but when concurring signs are thus super-numerous they may betoken weakness of character, for abnormal strength of certain traits is deleterious and thus equivalent to weakness.

(37) The fewer strong features there are in the countenance, the more emphatic are those which are strong; the fewer weak features there are, the more influential are such weak features in a negative sense.

(38) If a trait is suggested by but one sign, while contrary signs are present, such trait may not be conspicuous in the character and may be all but nullified as far as activity is concerned. An individual sign however, *if marked* and not counter balanced by antithetical indications, is decisive.

(39) When signs in the features and cranium are decisive but contradictory, extreme opposite traits may be exhibited in the character, or such antithetical signs may suppress each other so that neither will be frequently in evidence.

(40) Marked traits with some individuals are purposely suppressed, and again, traits are occasionally displayed by intention, which are not inherently conspicuous in the character.

(41) The significance of inharmonious features is favorably modified when associated with a well-balanced cranium, and that of unsymmetrical cranial proportions is favorably modified when features are harmoniously proportioned.

(42) Brains can be classified as "super-memorizing," "memorizing," "memo-reasoning," "reasoning," "super-reasoning" and "non-memo-non-reasoning," according to the relative strength of memory and reason as indicated by the features and cranial development.

**ABNORMAL STRENGTH
OF CERTAIN TRAITS
IS DELETERIOUS
AND EQUIVALENT
TO WEAKNESS**

**A TRAIT SUGGESTED
BY ONE SIGN MAY BE
NULLIFIED WHEN
CONTRARY SIGNS
ARE PRESENT**

**ANTITHETICAL
SIGNS MAY SUPPRESS
EACH OTHER**

**BRAINS CLASSIFIED
ACCORDING TO THE
RELATIVE DEVELOP-
MENT OF MEMORY
AND REASON**

WHEN MEMORY
DOMINATES AND
WHEN REASON

(43) When physiognomical signs strongly suggest superior memorizing power, memory, regardless of cranial conformation, dominates the brain, but when memory is not evidenced or only to a slight extent, either facially or cranially, reasoning power in a normal brain is paramount.

(44) A super-memorizing brain is usually deficient in the antero-inferior and antero-lateral districts, while a super-reasoning brain is ordinarily prominent in these districts and but moderately developed in the antero-superior and postero-central areas (see Chart M, Lesson VIII).

The foregoing is the only comprehensive set of tenets and rules referring to character analysis that has been formulated. A beginner in the study will meet with cases apparently contradictory to the science, which do not seem to accord with the tenets and rules, but as time advances and practical acquaintance with analysis increases, such cases will become rare and in a year or two will cease to occur. It is lack of knowledge and of its application that is the cause of these mistakes, and experience will correct this in all earnest students.

THE ANALYST
MUST LOOK FOR
BASIC TRAITS
IN A SUBJECT

A neophyte must bear in mind as stated above that it is not invariably the traits which a subject displays that are *the prominent basic traits* in his character, and it is *the latter* which he is expected to diagnose. Display traits are frequently false traits which are assumed for effect, while basic traits may be systematically concealed from the observer.



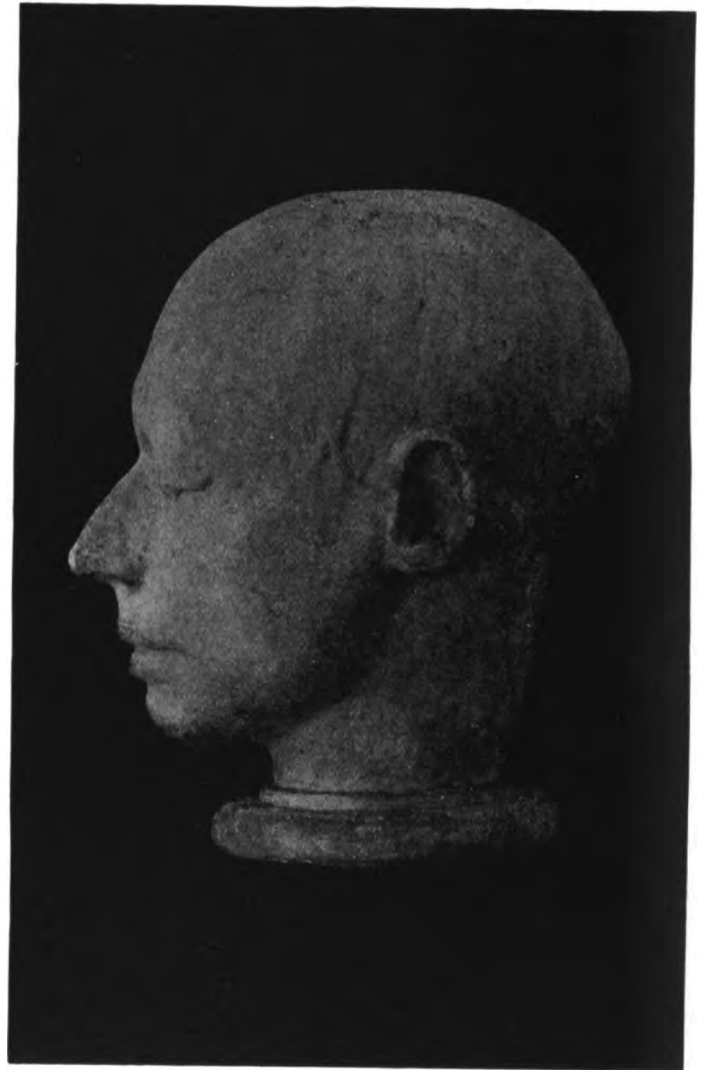
(ANTERIOR VIEW)

Conspicuous Features

1. Long and narrow cranium.
2. Aquiline nose.
3. Large mouth with full lips.
4. Short, broad chin.
5. Heavy, broad jaws.
6. Prominent perceptive.

History

George Combe was a brewer's son and was born October 21, 1788. He was a phrenologist and moral philosopher; he became a contributor to the *Signal* in 1812 and practiced as a solicitor until 1837. Through Spurzheim he became a convert to phrenology and wrote the following books: "Essays on Phrenology," "Elements



(LATERAL VIEW)

of Phrenology," and "The Constitution of Man." During his life he traveled and lectured in the United Kingdom, Germany and America. He died August 14, 1858.

Character from Cast

Combe possessed great energy and considerable acumen, which traits are indicated by his refined and conspicuous aquiline nose. Force and perseverance are shown by his broad jaws, and generosity by his receding chin. His prominent perceptive combined with his convex profile gave him quick decision and aggressiveness. His large mouth and commanding nose denote fluent and fearless oratorical capacity as was shown in his lectures, which were deeply interesting and largely attended.

Plate 4
SIR ISAAC NEWTON
SCIENTIST —1642-1727



(ANTERIOR VIEW)

Conspicuous Features

1. Large head and strong features.
2. Perceptives prominent.
3. Nose aquiline, pointed and broad; the alæ of the nostrils thin.
4. Mouth large and lips thin.
5. Chin prominent and jaws broad.

History

Sir Isaac Newton was the discoverer of the theory of gravitation. His "Principia," which marked an era in scientific study, was published in 1687. To Newton we owe "Differential Calculus." He was knighted by Queen Anne in 1705 and was a favorite at the court of George I. He was greatly appreciated by Queen Caroline on account of his profound mathe-



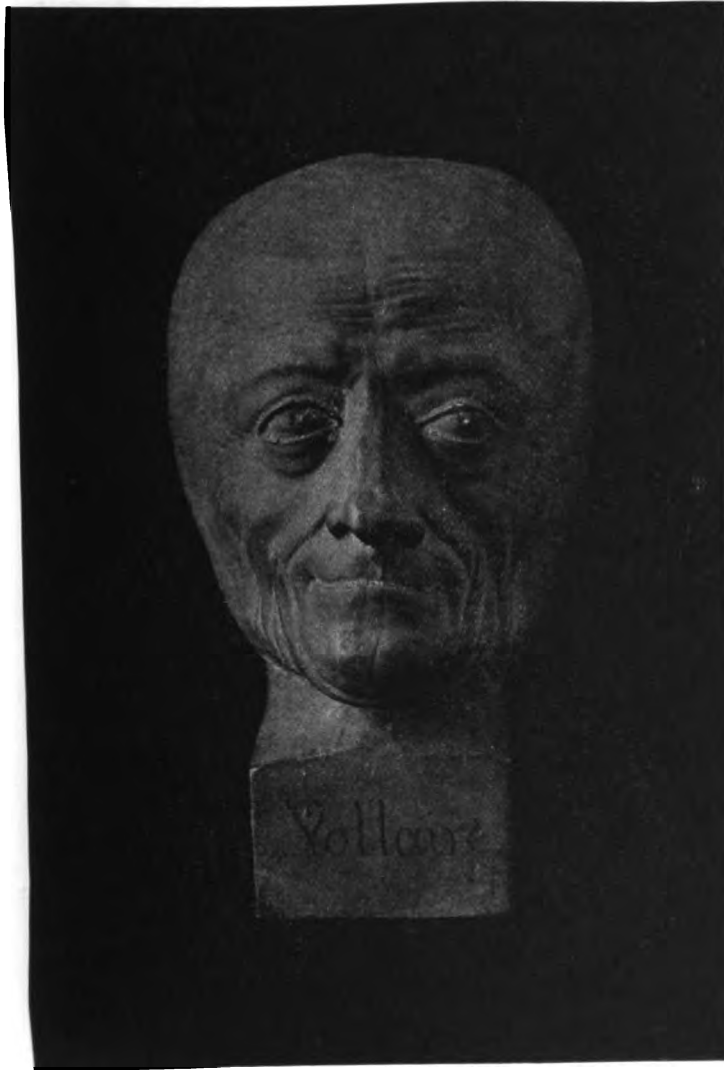
(LATERAL VIEW)

matical ability. He was president of the Royal Society for twenty-five years and was a member of the Academy of Sciences at Paris. Newton's genius was recognized during his life, which is not the good fortune of all great men. His scientific discoveries, especially in the line of mathematics and astronomy, were of great importance. He was of medium height and wore a benevolent and venerable expression.

Character from Mask

There is here represented a classical and powerful head. The profile, however, is more refined than the front face. The signs of reasoning power are conspicuous and opinions were decisive and quickly formed. His fund of information must have been great, but his acquisitions were selective rather than general. Reasoning and memorizing powers were well balanced.

FRANÇOIS MARIE AROUET DE VOLTAIRE
PHILOSOPHER AND AUTHOR —1694-1778



(ANTERIOR VIEW)

Conspicuous Features

1. Features sharp and pointed.
2. Mouth firm and turned up at sides, lips thin.
3. Chin prominent.
4. Face covered with a network of wrinkles.
5. Nose Greco-Roman.
6. Cranium broad, face wedge-shaped, lower face narrow.

History

Voltaire was born in Paris, 1694, and died in 1778. He was educated for the bar.

He was a writer of satire and was renowned as a poet, dramatist, philosopher and theologian. He was a keen and successful speculator and acquired great wealth. In his writings he dwelt upon the horrors of war. He wrote



(LATERAL VIEW)

against religion and in favor of liberalism and anarchy. He was a Christian, a free thinker or an atheist as fitted his humor for the moment. He was a moralist at one time and a buffoon at another. For versatility, brilliancy of imagination, exquisite taste and great learning, he occupied the highest rank.

Character from Mask

Here is a combination of a superior memory as indicated by a high cranium and sharp features, associated with shrewdness and analytical ability, as shown by unusual breadth of brain. His mouth, which is firm and lipless with upturned corners, implies severity of opinions combined with humor, which accounts for the keen sarcasm for which he was noted. His large, broad brain suggests independent theological views.

TEST QUESTIONS ON LESSON II

(Before undertaking Lesson III, be sure you can answer, satisfactorily to yourself, the following Test Questions on Lesson II.)

1. *If one hundred per cent represents complete insight into a subject's character, what per cent is the average untrained person able to discern?*
2. *How does the development of character affect physical features?*
3. *How are the features interpreted in analyzing a subject?*
4. *What coördinating sub-sciences form the basis of Characterology?*
5. *In how many ways are the meanings of features and cranial districts ascertained? Name three of these.*
6. *Name some of the many practical uses to which Characterology can be put.*
7. *Is a character diagnostician limited in his analysis? Name any such limitations.*
8. *Name the abilities on which success in diagnosis depends. What are some of the signs of analytical ability?*
9. *Why does external configuration betoken internal disposition?*
10. *Name some of the particular indications of the eyes, nose and mouth and give the reasons for these indications. What is indicated by the hair? By the complexion?*
11. *What is illustrated by the Characterological Articulated Head?*
12. *How many rules and tenets are given in the McCormick System? What are the various indications of character as given in Rule 1? What is to be said of every normal person's character, according to Rule 2?*

TEST QUESTIONS

13. Give Rule 3, on compensation in character.

14. What is the rule regarding the relation of strong traits to weak and weak traits to strong? (Rule 4) In what respects is the strong, capacious brain superior? (Rule 5) Are negative signs as important as positive signs? (Rule 6) Give the five rules governing the significance of the brain and cranium in point of size and shape (Rules 7, 8, 9, 10, and 11).

15. In what district is a narrow brain inactive? A low brain? A short brain? (Rule 12) When do brains and features indicate a balanced character? (Rule 13) When is the strength of a district indicated as beyond the general strength of the brain? (Rule 14)

16. What does breadth always denote? What narrowness? (Rule 15) In what sense are the terms "masculine" and "feminine" applied to traits of character? (Rule 16) When are districts designated "masculine" and when "feminine"? (Rule 17)

17. What influence decides the conformation of the features as well as the cranial districts? (Rule 18) State the rule governing the activity of every brain district, and the activity of traits (Rule 19). How do traits influence different features and districts? (Rule 20) When do districts imply opposite traits and when are districts antithetical? (Rule 21) Are facial and cranial signs invariably conclusive, considered separately? When are signs indisputable? (Rule 22) What affects all traits? (Rule 23)

18. How is the strength of different traits calculated? (Rule 24) What law governs the exercise of the faculties? (Rule 25)

19. What does prominence of a district indicate? What depression? (Rule 26) State the rules regarding highly developed districts and undeveloped districts (Rules 27 and 28). Can an individual trait express the full significance of a district? (Rule 29) Upon what does the selection of traits depend? (Rule 30)

TEST QUESTIONS

20. *State the rule pertaining to the effect of mental excitation on the districts of the brain (Rule 31). Can the exact location of any particular trait be definitely ascertained? (Rule 32) What are the "neutral" zones of the brain? (Rule 33)*

21. *What is the relation of adjoining districts when mutually prominent? (Rule 34) When three adjoining districts are prominent? (Rule 35)*

22. *When do concurring signs of strength betoken weakness of character? (Rule 36) What is the rule regarding number and influence of weak features? (Rule 37) When may a suggested trait be nullified? (Rule 38)*

23. *When may extreme opposite traits be exhibited? (Rule 39) Are marked traits sometimes suppressed or other traits exhibited? (Rule 40) When is the significance of inharmonious features modified? (Rule 41)*

24. *How are brains classified? (Rule 42) When is memory evidenced? When reason? (Rule 43) In what district is a super-memorizing brain deficient? A super-reasoning brain? (Rule 44)*

25. *What traits must the analyst always look for in a subject?*

MEMORANDA

MEMORANDA

CHARACTEROLOGY

AN EXACT SCIENCE

IN FIFTEEN LESSONS

LESSON III

TEMPERAMENTS — COMPLEXION

Life's coloring depends upon the glasses through which it is viewed. Some look upon it through blue spectacles, others through red, some through green, and others through white, which results in a different world to each and every beholder.

Through the lens of the past man scans the future. The name of the lens is experience.

LIFE with some is hardly endurable, with others it is passable, while there are those for whom it is a continuous enjoyment. To which of these categories one belongs depends primarily upon temperament.*

The effect of circumstances upon character is marked. There are individuals who, although normally irritable and dogmatic, under subduing influences become, for the time being, the embodiment of gentleness; and again, there are those who, although ordinarily meek and submissive, under provocation develop remarkable energy and aggressiveness. Thus temperament is affected by extraneous influences, and may be temporarily transformed.

It is useless, however, to attempt to alter temperament permanently, for that is as impossible as it would be to change homespun into satin or cotton fabric into silk. Temperament is hereditary and not a product of education, and while in the course of years it can be modified, it cannot be fundamentally altered.

*As man possesses many temperaments in combination, it is proper to use either the singular or plural and to speak of his "temperament" (collectively) or of his "temperaments." Both terms are made use of in these Lessons.

THE INFLUENCE
OF TEMPERAMENT

TEMPERAMENT
IS HEREDITARY,
NOT A PRODUCT
OF EDUCATION

**MAN'S PERSONALITY
IS A COMBINATION
OF TEMPERAMENTS
AND TRAITS**

Both facial and cranial signs indicate the prominent traits of character possessed by a person, while temperament shows the intensity and activity of such traits. *Without considering the influence of the temperaments, neither physiognomical, phrenological nor pathognomical signs are conclusive.* Temperament is innate, and at times intermittent, for a pronounced disposition will occasionally pass over a generation or more, only to appear later in full force.

Man's personality is made up of temperaments and traits. The former are on occasions more difficult to analyze than the latter and are equally important. Temperament influences the entire personality, and in its effect upon character might be likened to the throttle of an automobile which, when advanced, causes the car to leap ahead, and when reversed, to slow down to a snail's pace.

The human organism is a living mechanical contrivance; food which is put into the body supplies nourishment to the brain through the blood, and this causes the display of energy which is shown by the exhibition of wilfulness, excitability, impatience, joy and other temperamental dispositions.

**MENTAL STRENGTH
OR WEAKNESS
MAY BE MODIFIED
BY TEMPERAMENT**

Mental strength as suggested by a large cranium and strong features *may be all but nullified by an adverse temperament*; or again, the disposition of one possessing a small head and comparatively weak features may in like manner be so *tuned up by temperament* that a forceful character will result, far beyond what the configuration or size of brain and features would indicate. When, however, the brain is large, the features strong, and the temperament favorable, unusual capacity is present.

PHYSICAL SIGNS OF TEMPERAMENT

In estimating the prevailing temperament of a subject, the following matters are to be considered:

- (1) The physical contour and proportions of the individual, including cranium, features, body and limbs.
- (2) The refinement or coarseness of the features, the texture of the skin and hair, and the strength or flaccidity of the muscles.
- (3) The complexion, whether normal, florid or sallow.
- (4) The color of the hair and eyes, whether dark, medium or light.
- (5) The dullness or brilliance of the eyes and their movement, whether lethargic or decisive.
- (6) The presence or absence of conspicuous veins in the forehead, temples or neck.
- (7) The intensity or placidity exhibited in speech and laughter.
- (8) The activity or lethargy displayed in walking, in gesture and in every variety of movement.
- (9) The tendency of the blood to flow readily to the face and head as shown in blushing, laughter and in temper.

The significance of these matters will be dealt with in detail under the different temperaments, as follows:

TEMPERAMENTS (FIRST CLASSIFICATION)

Temperaments can be classified as:

- (1) Choleric (excitable).
- (2) Phlegmatic (lazy).
- (3) Sanguine (hopeful).
- (4) Melancholic (depressed)

The choleric and phlegmatic temperaments, which are antithetical, are especially worthy of consideration, for they are met with daily and either in excess is objectionable.

**MATTERS TO BE
CONSIDERED BY
THE ANALYST**

**FIRST CLASSIFICA-
TION OF
TEMPERAMENTS**

**THE CHOLERIC
TEMPERAMENT IS
A STIMULANT IN
ITS EFFECT UPON
CHARACTER**

**THE ACTIVE
CHOLERIC TEM-
PERAMENT VERSUS
THE SUPPRESSED
CHOLERIC**

(1) *Choleric*: The choleric temperament acts upon character like a stimulant, while the phlegmatic is a sedative. There are two varieties of choleric temperament, the *active* and the *suppressed*. The former indicates a nervous, tempestuous and aggressive disposition which, like gun powder, is liable to explode at any moment, while the latter refers to slow ignition, pyrotechnic displays being reserved for opportune occasions. The active choleric announces remarkable achievements in advance, but usually ends by accomplishing little, while the suppressed variety is modest at the outset but ultimately achieves great deeds.

One who possesses the active choleric temperament is suggestive of a boiler with the steam-cock wide open which makes much disturbance to little purpose; while the suppressed choleric is like a carefully regulated piece of machinery which, although powerful on occasions, does not waste effort upon useless endeavor. The active choleric is characterized by spasmodic energy, the suppressed by persevering force; the former shows energy devoid of system, the latter systematized energy, in other words, force under control.

But few individuals are persistently energetic, for people are prone to confine their activities to affairs which especially interest them and are comparatively lethargic otherwise. Unceasing activity on all occasions would ultimately dethrone the intellect and shorten life.

Arrogant, dictatorial and crushing speech is characteristic of those who possess the active choleric temperament, for they are determined to rule or ruin and their superlative efforts end as frequently one way as the other. They applaud or condemn indiscriminately and seldom cautiously consider acts or decisions.

Violent and hysterical laughter is, likewise, a sign of this disposition. Many interesting persons are brimming over with good cheer, and yet possess

impetuous tempers in the background. There are, however, no more charming people than the choleric when excitability inclines toward merriment and good nature instead of temper, for they are the life and soul of social gatherings and are ever in demand.

**THE CHOLERIC ARE
OFTEN CHARMING
ASSOCIATES**

The choleric, owing to their positive and assertive tendencies, are usually considered clever, but when they are of the extreme type, impulse defeats reason and judgment is defective. While those who possess the active choleric temperament are lacking in self-control, they ever insist upon controlling others. If, however, the cranium is large and well-proportioned, the antero-superior and antero-lateral districts well developed and the features not super-forceful but harmonious, mentality will be balanced and the excessive impatience which is ordinarily manifested by this disposition will be under control.

With active choleric individuals even ordinary caution is so frequently disregarded that without consideration of consequences they dash headlong to their fate. When supported by discretion, however, they carry all before them, and thus we have the genius in philosophy, medicine, law, finance, or mercantile pursuits.

**THE CHOLERIC
TEMPERAMENT
SUPPORTED BY
DISCRETION GIVES
THE GENIUS**

It is a peculiarity of the super-choleric that they see but one side of a question, and have no regard for the opinions of others. They stand upon their own views, right or wrong, declining to listen to reason, and, moreover, they have such supreme confidence in themselves that they are invariably oppositionists. When, however, they are permitted to have their own way in everything, they are most charming and agreeable companions. They are extremists, on all occasions, being hopeful or depressed alternately, and whether they are found in an optimistic or a pessimistic frame of mind depends upon circumstances. Trifles excite them to an inordinate degree.

**THE PLACID ARE
ON OCCASIONS
EXCITABLE, POSSESS-
ING CONTROLLED
TEMPERS**

There are people who are placid ordinarily, but upon occasions are exceedingly aggressive. The self-control which they impose upon their naturally excitable natures finally bursts its bounds and excessive temper develops. Choleric individuals likewise are occasionally timid and this prevents them from allowing their tempers full reign. They are in fact afraid of their own tempers.

Inordinate conceit is a distinguishing tendency of the choleric. A moderate admixture of the choleric disposition, however, is desirable with all persons to prevent their being imposed upon.

An agreeable characteristic with most choleric individuals is that although they take offense quickly they readily recover from excitement, their tempestuous outbursts reminding one of summer storms which clear the atmosphere. In this respect they are different from the phlegmatic and melancholic, who brood over troubles, real or imaginary, and are slow to forgive.

There are admirable individuals in every community who are so extremely choleric that they cannot brook opposition, but they are frequently exceedingly clever and if handled diplomatically are of great value to their employers.

Under excitement blood flows rapidly from the body into the brain of the choleric and this gives them temporarily greatly increased energy.

The active choleric temperament is shown by a number of the following signs in combination:

**SIGNS WHICH, IN
COMBINATION,
INDICATE THE
ACTIVE CHOLERIC
TEMPERAMENT**

- (1) A convex profile.
- (2) A wiry, thin physique.
- (3) Extreme width of the postero-lateral combined with contraction of the antero-lateral cranial districts.
- (4) A low crown to the head.
- (5) A receding forehead.
- (6) A prominent frontal sinus ridge.

- (7) Small, sparkling eyes.
- (8) A nervous movement of the eyes. Looking askance.
- (9) Small irises.
- (10) Eyes which are close together.
- (11) A large, broad, arched nose.
- (12) Thin, expanded, mobile nostrils.
- (13) A small, contracted mouth with thin lips.
- (14) Freckles on the face and hands.
- (15) Abundant wrinkles and deep vertical furrows between the eyes.
- (16) Prominent veins in the forehead, temples and neck, which swell and become conspicuous in anger or violent laughter.
- (17) A florid complexion or one which quickly flushes under excitement.
- (18) Reddish, auburn or sandy-colored hair.
- (19) Coarse, or curly hair.
- (20) Aggressive speech and conduct.
- (21) Excessive laughter or spasmodic tears.
- (22) Energy in walking and gesture.
- (23) Lack of education and of breeding.

The suppressed choleric temperament is likewise denoted by the above signs, but by fewer of them, and, furthermore, with this temperament the antero-superior or antero-lateral districts are well developed and hence in control, and as a result inopportune excitability is avoided.

Fortunately, many of the foregoing characteristics are seldom present in one individual. According to early writers, the choleric temperament was indicated by brunet signs; but, in the author's opinion, it is more usual with reddish blonds, although brunets likewise are spasmodically excitable, and especially is this the case when there is a dark florid tinge in their complexions.

**THE SUPPRESSED
CHOLERIC TEMPER-
AMENT INDICATED
BY SAME SIGNS AS
ACTIVE CHOLERIC,
BUT WITH CERTAIN
DISTRICTS IN
CONTROL**

**THE PHLEGMATIC
TEMPERAMENT**

(2) *Phlegmatic*: This temperament is evidenced by deliberate speech and action and is accompanied by a disinclination for exercise or serious occupations of any kind. The flesh is soft and the eyes lustreless, while the complexion is sallow, pale blond or deep brunet. Phlegmatic people of the extreme type are usually in a kind of semi-comatose condition; they enjoy lethargy just as the choleric take pleasure in excitement and activity. Individuals of the decided phlegmatic type are not far removed from plant creation as regards ambition and initiative.

With this temperament energy is lacking even when the features are forceful, and regardless of the proportions or size of the cranium.

A marked example of the phlegmatic temperament came to the attention of the author at Torquay, Devonshire, in the person of a native of India who possessed unusually strong features, but whose disposition was so extraordinarily placid that it is doubtful if he would have shown energy or excitement even under severe provocation. The phlegmatic disposition is more usual in tropical or semi-tropical than in temperate climates, as excessive heat precludes the display of great energy.

**CONTRASTING
TRAITS OF THE
CHOLERIC AND
THE PHLEGMATIC
TEMPERAMENTS**

The choleric temperament refers to demonstrative affection, while the phlegmatic implies passive or receptive love or the desire to be loved. The choleric manifest displeasure by loud, forceful and rapid speech, the phlegmatic by long, unbroken silence, and it is difficult to say which of these tendencies is the more objectionable. The one is offensive, the other defensive, but they are equally annoying. With the phlegmatic, the blood does not readily flow from the body into the brain, and those who possess this disposition therefore are seldom excitable or aggressive. The signs of the phlegmatic temperament are:

- (1) A vertical or concave profile.
- (2) Absence of the frontal sinus ridge.
- (3) Heavy, rounded features.
- (4) Dull, slow moving eyes and drooping eyelids.
- (5) Small, thick nose and contracted nostrils.
- (6) Thick lips.
- (7) Straight hair.
- (8) All brunet signs.
- (9) A pallid, sallow, or anæmic complexion.
- (10) Absence of wrinkles.
- (11) Large, heavy, rotund physique.
- (12) Short, heavy limbs.
- (13) Flaccid muscles.
- (14) Deliberate speech and action.
- (15) A placid yielding disposition.

**SIGNS OF THE
PHLEGMATIC
TEMPERAMENT**

The phlegmatic were supposed, by the early writers, to possess light hair and light eyes; but this coloring, except in the case of extreme blonds, is more usual with the choleric, and especially is this the case if there is a reddish tinge in the complexion. When the features, facial and cranial, are normal and harmonious and the complexion is not extreme in coloring, an individual is neither choleric nor phlegmatic, but balanced as to temperament.

(3) *Sanguine*: This temperament presupposes a superabundance of hope and confidence, its possessors being unwarrantably optimistic. The sanguine are noted for mediocre judgment, for, like the choleric, they are given to acting upon impulse rather than reason, and, furthermore, owing to their super-enthusiastic dispositions, they readily persuade others to join in their semi-digested schemes, which usually end in failure.

When the sanguine and choleric temperaments are associated, judgment becomes extremely dubious. This combination is often possessed by operators on the stock exchange, who with insufficient acquaintance regarding

**THE SANGUINE
TEMPERAMENT
AND ITS FAULTS**

STUDENT'S COURSE IN CHARACTEROLOGY

basic conditions speculate rashly and become bankrupt. There are those, however, who are justifiably sanguine, their mentality being on a par with their confidence, and as a result success crowns their efforts.

The indications of the sanguine temperament are:

INDICATIONS OF THE SANGUINE TEMPERAMENT

- (1) Upturned corners to the mouth.
- (2) Upward slant to the base of the nose.
- (3) Bright, scintillating eyes.
- (4) All medium blond signs.
- (5) Florid complexion.
- (6) An habitual smile, combined with much laughter, jocularity and merriment.
- (7) Rapid speech, step and action.
- (8) Health, strength and energy.
- (9) Self-esteem and self-confidence.

THE MELANCHOLIC TEMPERAMENT

(4) *Melancholic:* This temperament suggests a taciturn, pessimistic disposition, lack of confidence, and an inordinate fear of consequences.

With the melancholic the world is sad, the sky is overcast, and evil is constantly anticipated. This temperament when marked is liable to develop into melancholia. The phlegmatic and melancholic temperaments are occasionally associated, under which circumstances the disposition is extremely depressed.

Pessimism rules the night, optimism the day. Clouds overshadow the mind in the waking moments of the night, but dissipate and float away when the sun rises and clear, analytical thought resumes sway. One should seldom base judgment upon night thoughts.

The signs of the melancholic temperament are:

SIGNS OF THE MELANCHOLIC TEMPERAMENT

- (1) A thin face and long, narrow features.
- (2) Heavy eyebrows.
- (3) Lustreless eyes.
- (4) Drooping upper eyelids.

(5) Dark eyes and hair, and a sallow, pallid or dark complexion.

(6) Eyelids and eyebrows which slant outward and downward.

(7) A long nose which droops over the upper lip.

(8) Downward slant to the corners of the mouth.

(9) Heavy, vertical wrinkles between the eyes, and deep lateral wrinkles across the forehead.

(10) Furrows extending downward from the sides of the nose to the sides of the mouth.

(11) An inactive liver and poor health.

(12) Slow speech and action and a stooping gait.

(13) A silent, brooding disposition.

COMPOUND TEMPERAMENTS

Temperaments are fairly balanced with most people, under which conditions the disposition that will be displayed on a given occasion depends upon health or upon daily happenings, whether satisfying or disappointing. Even when a delineator correctly affirms that his subject is choleric, it does not imply that he is invariably so, for an admixture of the phlegmatic, at least to a moderate extent, must be evident on occasions, or uninterrupted excitability would necessitate physical restraint.

Temperament, likewise, is seldom continuously phlegmatic, for if such were the case, the display of energy would be entirely absent, endeavor would cease and melancholia would develop.

Again, the sanguine and melancholic temperaments combine, as is evidenced when a person who is ordinarily hopeful and confident becomes by turns depressed and loses self-assurance.

When opposite temperaments are balanced in an individual, the features, facial and cranial, can be relied upon in diagnosis, but when the temperaments, and

**TEMPERAMENTS
ARE BALANCED
IN MOST PEOPLE**

**THE SANGUINE AND
MELANCHOLIC TEM-
PERAMENTS OFTEN
COMBINE**

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COMPOUND TEMPERAMENTS ARE EXPRESSED IN HYPHENATED TERMS

this refers largely to the choleric and phlegmatic, are not balanced but one or the other is excessive, the character is unbalanced and facial and cranial signs are not conclusive.

The choleric temperament magnifies all strong traits. The phlegmatic reduces them in strength.

Compound temperaments are expressed in hyphenated terms. Thus the choleric and sanguine when jointly conspicuous produce the choleric-sanguine, or the sanguine-choleric; while the melancholic and phlegmatic in combination result in the melancholic-phlegmatic, or phlegmatic-melancholic, the temperament which is most evident being mentioned first.

In describing the temperaments, when extreme accuracy is desired, it is convenient to express them in percentages. Thus, Mr. X might be 70 per cent choleric and 30 per cent phlegmatic, while Mr. Y might be 20 per cent choleric and 80 per cent phlegmatic; whereas if it were simply affirmed that Mr. X was choleric and Mr. Y was phlegmatic their temperaments would not be clearly defined. Practice is necessary to estimate the temperaments and express them accurately in percentages.

TEMPERAMENTS (SECOND CLASSIFICATION)

Temperaments can again be classified as —

- (1) Mental (Intellectuality).
- (2) Motive (Energy).
- (3) Vital (Vitality).*

(1) *Mental*: The Mental temperament indicates superior intellectuality and may be divided into two varieties:

- (a) Memo-Mental (or Memorizing-Mental), which pertains to those who possess memorizing brains.
- (b) Reso-Mental (or Reasoning-Mental) which applies to those who have reasoning minds.†

(a) The Memo-Mental temperament indicates a superior memory, aptitude for details, love of music and of accumulating knowledge, but it does not betoken musical composition, the production of knowledge, originality or deep reasoning capacity. Mentality of the memorizing type predominates at the expense of the Motive and Vital forces. The Memo-Mental temperament is shown by the following signs:

- (1) A vertical or concave profile.
- (2) An oval or wedge-shaped front face.
- (3) A high, smooth, prominent forehead devoid of wrinkles.
- (4) Undeveloped perceptives (the superciliary ridge).

*Former writers have classified these temperaments, placing the Motive first, Vital second and Mental last; but the author considers that as the Mental refers to the mind, regarding which character analysts are especially concerned, it is of prime importance and should be mentioned first that to the Motive belongs second place, and that the Vital should be last, and he has accordingly given this arrangement to them.

†The prefixes *Memo-* and *Reso-*, referring respectively to *memorizing* and *reasoning*, have been adopted by the author for convenience in analyzing the temperaments. The above division of the Mental temperament is new to science.

SECOND CLASSIFICATION OF TEMPERAMENTS

THE “MEMO-MENTAL” TEMPERAMENT—MEMORY PREDOMINATING—AND ITS SIGNS

- (5) Puffy upper eyelids.
- (6) Large, protruding eyes.
- (7) A long, thin projecting nose.
- (8) Narrow, contracted nostrils.
- (9) A small mouth and thin lips.
- (10) A thin, prominent, pointed chin.
- (11) Dark complexion, hair and eyes.
- (12) Fine, straight hair or baldness.
- (13) A slender physique.

**ALL SIGNS SELDOM
PRESENT IN ONE
INDIVIDUAL**

All these signs, however, are seldom present in one individual, for while memory would then be *exceedingly* highly developed, reasoning power would be equally deficient. Those who possess this temperament in excess are inclined to be delicate, effeminate and refined, and, furthermore, they lack sufficient animality and stamina to cross the rough roads and face the contentions of life.

With the Memo-Mental temperament the contour of the head viewed from in front is either high and narrow (Plates 7, 15 and 28), or pyraform; that is, broad at the top and tapering towards the chin (Plates 5, 8, 19, 21 and 24).

**THE "RESO-MENTAL"
TEMPERAMENT—
REASON PREDOMI-
NATING—AND
ITS SIGNS**

(b) The Reso-Mental temperament differs from the Memo-Mental in that reason predominates while memory is selective. This temperament, as its name implies, suggests deep reasoning capacity and aptitude for principles rather than details; it also presages longevity, for the reason that they who possess reasoning minds possess sound judgment, and they accordingly live longer than others who are deficient in judgment. By living they learn how to live. The Reso-Mental is usual with profound thinkers, composers and inventors, and is evidenced by the following signs:

- (1) A convex profile.
- (2) A broad forehead, somewhat receding.
- (3) Perceptives (District I) prominent.

- (4) Eyes average or small.
- (5) Eyebrows not too high.
- (6) A broad nose of medium projection with rounded tip.
- (7) A large mouth with medium full lips.
- (8) Medium or broad jaws.
- (9) A somewhat receding chin.
- (10) Medium complexion, hair and eyes.

(2) *Motive:* The Motive is distinctly a working temperament and suggests energy and productive power; its possessors are inclined more to physical pursuits and outdoor life than to sedentary occupations. With them a forceful grasp of the hand and a hearty shake are usual, as also are a firm step and a glance of the eye which leave no uncertainty as to intentions. The Motive is frequently associated with the Mental under the title of Mental-Motive, or Motive-Mental, when energy, both physical and mental, is displayed, and again, it combines with the Vital and becomes the Motive-Vital, or Vital-Motive, when force and good nature are equally conspicuous. The signs of the Motive temperament are:

- (1) Medium sized head.
- (2) A convex profile.
- (3) An uneven, receding forehead.
- (4) Blue or light brown eyes.
- (5) A strong nose with thin, dilated nostrils.
- (6) Square jaws.
- (7) Strong teeth and long, prominent eye teeth.
- (8) Medium light, auburn or red hair.
- (9) Medium blond or florid complexion.
- (10) Medium height and weight.
- (11) Strong bones and firm muscles.
- (12) A strong lithe figure.
- (13) A vigorous constitution.

**THE "MOTIVE"
TEMPERAMENT—
ENERGY PREDOMI-
NATING**

**SIGNS OF THE
MOTIVE TEM-
PERAMENT**

**THE "VITAL"
TEMPERAMENT**

(3) *Vital*: This temperament bespeaks a love of high living and of the luxuries of life. Except when well under control it does not favor longevity, as superfluous flesh is liable to accumulate which is a strain upon the vital organs.

The Vital temperament consists of two varieties, the *Choleric-Vital* and *Phlegmatic-Vital*.^{*} The former is denoted by blond or reddish blond coloring and signifies energy and good nature and at times temper; the latter by brunet coloring and indicates lethargy and lack of initiative.

**THE TEMPERAMENTS
ARE USUALLY
BLENDED**

Of the three temperaments, Mental, Motive and Vital, an excess of the Mental evinces superior intellectuality combined with average or poor physical development; a preponderance of the Motive indicates muscular strength and activity, but only average intellectuality; while the Vital in excess denotes the *bon vivant*. A blending of the temperaments is usual and ordinarily preferable, for thus extreme traits are avoided and general capacity is enhanced.

PHYSICAL PROPORTIONS INDICATE TEMPERAMENT

**THE PHYSIQUE
INDICATES
TEMPERAMENT**

Temperaments are also evidenced by physical proportions, thus:

(1) The *Mental* temperament is indicated by a large brain with a small chest and abdomen.

(2) The *Motive* by a large chest with a small brain and abdomen.

(3) The *Vital* by a large abdomen with a small brain and chest.

(4) The *Mental-Motive* by a large brain and large chest with a small abdomen.

(5) The *Mental-Vital* by a large brain and large abdomen with a small chest.

^{*}This division of the Vital temperament is new to science.

(6) The *Motive-Vital* by a large chest and large abdomen with a small brain.

(7) The *Mental-Motive-Vital* is indicated when the brain, chest and abdomen are harmoniously proportioned, under which conditions the temperaments are balanced.

CORPULENCY AND TEMPERAMENT

Fleshy people are of a peaceful, lethargic disposition, while those who are thin are energetic and initiative. They who are stout are usually so exhausted, owing to the strain of carrying too much flesh, that while spasmodic energy is not precluded, they are unequal to continuous exertion.

Thin people who are choleric become less so after having put on flesh; while the phlegmatic who are stout become more energetic upon losing flesh.

The stout are not inclined to be choleric for the reason that the blood, which ordinarily under excitement rushes to the head, is mainly absorbed by the large physique and in consequence undue cerebral pressure, which induces mental excitement, is unusual.

Character is thus affected both by the accumulation of flesh and by its depletion. Caesar said, "Let me have men about me who are fat—Yond' Cassius has a lean and hungry look, he thinks too much; such men are dangerous."

Height likewise influences character. Tall men are ordinarily lacking in firmness and self-esteem, while short and small men are usually brimming over with confidence and self-importance, and thus personality as between tall and short men is somewhat equalized.

TEMPERAMENT AS AFFECTED BY WEIGHT OF AN INDIVIDUAL

STATURE AND TEMPERAMENT

STUDENT'S COURSE IN CHARACTEROLOGY

TEMPERAMENT INDICATES TASTE IN SPORTS

PASTIMES ACCORD WITH TEMPERAMENT

In considering pastimes, temperaments are especially to be noted.

The Motive and Choleric temperaments suggest outdoor sports which require much physical exertion, while the Memo-Mental and Phlegmatic indicate a love of indoor games such as cards and chess. The Reso-Mental favors thought and mental work. With the latter, serious occupation is a pleasure and a pastime.

Temperaments other than those mentioned have been described by the early writers, and while some of them are interesting, they are confusing and superfluous and have therefore been omitted.*

A person should not infer invariably that because he or she dislikes another individual, that therefore there is something radically wrong about the person in question, for it frequently indicates simply that their characters or temperaments are antithetical and hence antagonistic. Contrasting features and hence dispositions attract in opposite sexes but separate those of the same sex.

HOW THE COM- PLEXION OF RACES VARIES FROM DARK TO LIGHT

COMPLEXION

The complexions of all races can be illustrated fairly accurately by the mixture of coffee and cream in different proportions. Black coffee is approximately the color of the African negro; a slight admixture of cream produces the shade of the Egyptians, the Oriental Indian races, and the Siamese. The addition of more cream, and we have the complexion of the Italians, Spaniards, Portuguese, Greeks, and southern French. If still more is added, the color of the Japanese and Chinese results, which has been incorrectly described as yellow. By increasing the quantity of cream we arrive at the complexion of the medium light-skinned

* This lesson has been located in advance of those referring to the features in order that students may *at once* understand the *extreme importance* of the temperaments in diagnosis. *Character cannot be analyzed correctly without consideration of the temperaments.*

racés of Central Europe. Following these we have the extreme blond coloring of the North and ultimately the complexion of the albino.

The complexions of all races except the pure negro, whose skin is nearly black, are broadly included under blonds and brunets, the term "blond" referring to those whose skin, hair and eyes are of light color, and "brunet" to those in whom dark pigment predominates. The word "brunet" is masculine, while "brunette" is feminine.

While blonds are usual in Northern and brunets in Southern countries, it is impossible to assign precise geographical boundaries to either of these types, for in Central Europe and throughout North America, owing to continual immigration, emigration, and inter-marriage, coloring has become greatly mixed.

CHARACTERISTICS INDICATED BY COMPLEXION

Writers have claimed that dark complexion indicates strength and light complexion refinement. The author does not agree with this theory, for it is certain that among Caucasian races brunets are as cultured as blonds, while blonds are physically as strong and are usually more energetic than brunets. The refined people of the South are largely brunets, while in the North where blonds predominate the cultured classes are mostly of light coloring or of an intermediate shade.

Masculine and feminine characteristics are present in both blonds and brunets, but in blonds masculine qualities are more numerous, while in brunets, feminine traits prevail.

BLOND COMPLEXION

The term "blond" applies especially to the light-skinned people of Norway, Sweden, Denmark, Holland, Belgium, Russia, Germany, and England, and to their descendants throughout the world. Medium blonds are more practical, energetic, ambitious, forceful, and intellectual than the extreme variety. A pale blond is

**HUMAN RACES
BROADLY CLASSIFIED
UNDER THE TERMS
"BLOND" AND
"BRUNET"**

**COMPARATIVE
QUALITIES OF DARK
AND LIGHT RACES**

**INDICATIONS
OF THE BLOND
COMPLEXION**

STUDENT'S COURSE IN CHARACTEROLOGY

TRAITS OF
THE MEDIUM BLOND

neither assertive nor aggressive, but a florid blond or one with reddish or auburn hair is markedly so. Blonds have a preference for light or neutral shades, which harmonize with their coloring, and this may be noticed in the works of artists of this complexion who usually paint in neutral tints. The light complexion of the Caucasian is an inheritance from ancestors who have lived in northern climates where the rays of the sun were not intense, and low temperature necessitated abundant clothing which assisted in bleaching the skin.

The following traits pertain to medium blonds:*

Energetic.	Persevering.
Courageous.	Provident.
Practical.	Wilful.
Concise.	Original.
Initiative.	Ambitious.

Unfavorable traits are not mentioned as few apply unless the complexion is of the *florid blond* variety, which is described under "Florid Complexion."

BRUNET COMPLEXION

THE BRUNET
COMPLEXION

The dark coloring of the Southern races is the result of exposure to the sun for countless generations. The effect of actinic rays may be observed in vegetable life. If plants receive abundant light, they are rich in pigment; if, however, they are grown in comparative darkness, they become bleached.

Brunets appreciate brilliant shades, which form a pleasing contrast to their dark skins, and artists of this coloring prefer rich pigments in their work. The painters

*It is not necessary to memorize the lists of traits which apply to the complexions, the features and the cranial districts as set forth in the following pages, but note should be made of the general significance of each group and two or three adjectives from every list memorized which will be suggestive of the whole. These lists are intended as an assistance to memory in delineation and for this purpose they are of importance.

of the pre-Raphaelite school were of brunet complexion and their canvases are conspicuous for depth of color. Many of the great musicians of the world have possessed dark coloring, which indicates fervor, love, and pathos.

Southern brunets are gentle in their manners and have milder traits of character than light complexioned Northerners, but when aroused they are energetic, forceful and aggressive.

Dark skin, hair and eyes refer to passive love or the desire to be loved, and to an acute sense of taste and appreciation of flavors, and for this reason brunets make excellent cooks.

The inhabitants of Southern Europe, owing to a salubrious climate and luxuriant vegetation, have been able to live almost without work when so inclined, and this has developed a lethargic tendency which has become hereditary, and even Northerners of brunet coloring, and therefore of Southern descent, have inherited a certain inclination toward lassitude and a disinclination to strive and fight problems to a finish.

Northern races, with whom blond coloring and light eyes prevail, are forceful and assertive; while brunets of the South excel in memory, music, sentiment and poetic imagination. Blonds and brunets are complementary in character, for each possesses desirable traits which the other lacks, and consequently in opposite sexes they attract each other. A blending of the blond and brunet types implies superior capacity, physically and mentally.

In India, Siam and among Southern Oriental nations, owing to extreme heat, the full lethargic brunet type is found; while in Northern France, England, Ireland, and the United States, the energetic medium blond type is present. Farther North, in Norway and Sweden, the extremely cold climate again develops lethargy, and

“BRUNET” INDICATIONS OF TEMPERAMENT

BLONDS AND BRUNETS COMPLEMENTARY TO EACH OTHER

STUDENT'S COURSE IN CHARACTEROLOGY

INDICATIONS OF DARK COMPLEXIONS OF CERTAIN ORIENTALS

this is due to the inactivity which accompanies the long winter months.

The dark complexion of certain Oriental races, such as the natives of India and Siam, refers to religious inclinations, poetry, love of brilliant colors, sedentary habits and memory, and with no people are these traits more conspicuous.

Memory with the Orientals is the product of centuries, constantly developing, until it has become a national asset.

Brunets, although normally phlegmatic, are spasmodically choleric, while medium blonds are normally choleric but occasionally phlegmatic. Medium brunet coloring is gradually prevailing throughout the civilized world, for even in the North the blond type is numerically decreasing, and this is because blonds who migrate South become brunets in a few generations, while brunets who take up their residence in the North maintain their coloring and hand it down to posterity.

Brunets possess the following traits, although indications in individual cases are modified by temperament:

BRUNET TRAITS— FAVORABLE AND UNFAVORABLE

Favorable	Unfavorable
Genial.	Depressed.
Artistic.	Melancholic.
Musical.	Unambitious.
Reflective.	Undemonstrative.
Pensive.	Slow.
Religious.	Placid.
Conscientious.	Passive.
Benevolent.	Lethargic.

FLORID COMPLEXION

The florid complexion is a variation of the blond type and is usually accompanied by brown or mottled eyes and sandy, yellow, auburn or reddish hair. A florid

complexion of a temporary variety is caused by a sudden flow of blood to the brain, denoting the active choleric temperament. The florid coloring is seldom perceptible in brunets on account of the dark shade of their skin.

A florid complexion, according to its intensity, refers to the following traits:

Favorable	Unfavorable
Energetic.	Excitable.
Active.	Aggressive.
High-spirited.	Pugnacious.
Enthusiastic.	Quick-tempered.
Intelligent.	Quarrelsome.
Shrewd.	Nervous.
Courageous.	Restless.
Independent.	Grasping.
Sanguine.	Loquacious.

THE FLORID COMPLEXION AND ITS INDICATED TRAITS

The unfavorable traits listed seldom apply unless the active-choleric temperament strongly prevails.

ALBINOS

Albinism, which is the result of deficient pigmentation, is evidenced by milky-white skin, pink, violet or gray eyes, deep red pupils, and white or yellowish white hair. Albinism is usually associated with sub-normal physical development, a nervous movement of the eyes and defective vision, and as poor health affects character, forceful traits are unusual.

Albinos are scattered throughout the world and are not unknown even among Negroes.

THE "ALBINO" AN ABNORMAL TYPE

BLACK RACES

The black (or dark brown, as pure black skin does not exist) complexion of the African and certain Oriental races implies affection, lethargy, music, love of brilliant colors, and lack of initiative.

INDICATIONS OF THE SO-CALLED "BLACK" COMPLEXION

**MIXED COMPLEXIONS
INDICATE BALANCE
IN TEMPERAMENT
AND HIGH
MENTALITY**

**EXTREME COLORING
SUGGESTS EXTREME
TRAITS, NEUTRAL
COLORING, NEUTRAL
TRAITS**

MIXED COMPLEXIONS

The combination of dark eyes with light hair and light complexion, or light eyes with dark hair and dark complexion, denotes a mixture of Northern and Southern blood, under which circumstances the characteristics of both blond and brunet types are evident, but neither to a marked degree, and thus the character is balanced and high mentality is exhibited.

The darker the complexion, hair and eyes, the more will the disposition incline towards that of Southern races, which is marked by affection, memory, love of poetry, of soul-stirring music, and of brilliant colors which harmonize with dark complexions; while if medium blond shades predominate, the character will be practical, forceful and energetic, and a preference for neutral tints and light colors, which harmonize with light complexions, will be indicated and love of music will be less pronounced.

Extreme coloring of the skin, like decided coloring of the hair and eyes, refers to extreme traits while neutral coloring suggests neutral traits. The color of the skin should always be considered *simultaneously* with that of the hair and eyes in deciding the effect of color upon character. If the skin is dark and the eyes are light, or the skin is light and the eyes dark, the one sign neutralizes the other or the traits of the brunet and blond coloring will alternate in the character.

The importance of the coloring of the skin, hair and eyes is equal and consequently no one of these indices should be neglected in diagnosis. If two of these three signs are blond, blond traits prevail. If two signs are brunet, brunet traits prevail.

The greater the mixture of blood of different cultured races the more favorable is the mentality of descendants, and this accounts for the high intellectual status of the people of the United States, for in no other country are so many races intermingled.



(ANTERIOR VIEW)

Conspicuous Features

1. Features and cranium large.
2. Profile irregular.
3. Forehead receding with prominent perceptives.
4. Nose massive and broad.
5. Chin prominent.
6. Jaws broad.

History

Samuel Johnson was born at Lichfield, Staffordshire, 1709, and died in 1784. He was a prodigy of learning and one of the greatest stylists of English literature. He attended college at Oxford but did not obtain his degree. He was unsuccessful as a schoolmaster but later, in spite of adverse circumstances, became one of the foremost writers of his time. In 1847 he published his proposal for a new dictionary of the English language



(LATERAL VIEW)

and about this time also wrote his "Vanity of Human Wishes." He was buried in Westminster Abbey. It is owing to Boswell that the world is acquainted with the peculiarities and life of this great man.

Character from Life Mask

This is a powerful head. There is hardly a line in the features or cranium which does not denote strength. His most conspicuous traits were perseverance and undying determination to see matters to completion, which are shown by his firm-set mouth and broad nose and jaws. While his character was ordinarily serious, he had a sense of humor as is usually the case with those who possess broad brains. His memory was highly developed, as indicated by his prominent chin. His judgment was quick and decisive.

Plate 7
SIR WALTER SCOTT
HISTORICAL NOVELIST—1771-1832



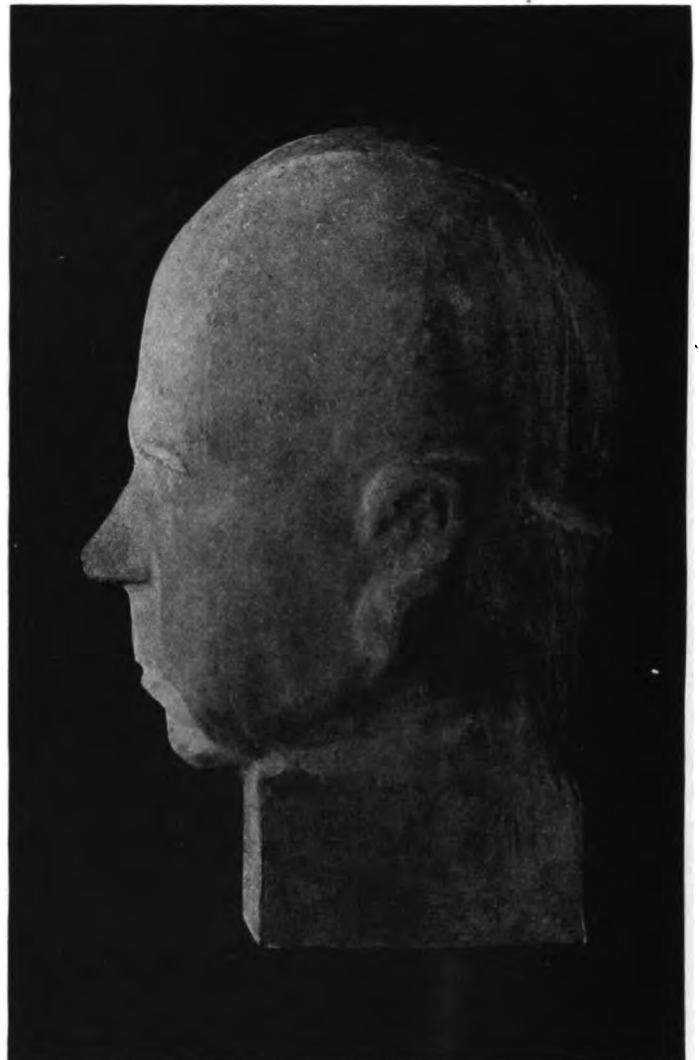
(ANTERIOR VIEW)

Conspicuous Features

1. Abnormally high forehead and cranium.
2. Small concave nose.
3. Long upper lip.
4. Small, indented, receding chin.

History

Sir Walter Scott was born in Edinburgh. He was created a baronet in 1820. He was a genius in literature and poetry and was the most popular writer of his time. He was a great reader and was extraordinarily well informed upon topics of the day. Scott was called to the bar in 1792, but was not interested in his profession as he preferred authorship. It was as an historical



(LATERAL VIEW)

novelist that he gained his greatest success. He was the author of a life of Napoleon Bonaparte and a regular contributor to various periodical journals.

Character from Cast

This is a most extraordinary and abnormal head, owing to its great height above the ears and prominence of the forehead, which signify ideality, poetry, memory, religious convictions, benevolence and conscientiousness. The relative narrowness of the cranium and the small nose evidence an impractical mind. The receding chin suggests lack of decision and of self-confidence, which he showed by publishing his great novel "Waverley" anonymously. This sign also implies generosity.

Plate 8
WILLIAM WORDSWORTH
 POET—1770-1850



(ANTERIOR VIEW)

Conspicuous Features

1. Strong Roman nose.
2. Large mouth.
3. Long upper lip.
4. Receding chin.

History

William Wordsworth was one of the greatest of English poets. He wrote also in collaboration with Coleridge. His best known work is his "Ode to Immor-



(LATERAL VIEW)

talities." Among his friends were Lamb, Southey and Tennyson.

Character from Mask

This represents a serious and powerful countenance. The massive arched nose indicates strength of purpose. The broad forehead exhibits originality and power of composition. His long upper lip shows firmness, decision and severity of opinions. His chin is his weakest feature, but in combination with such a strong nose, it would naturally be insignificant.

TEST QUESTIONS ON LESSON III

(Before undertaking Lesson IV, be sure you can answer, satisfactorily to yourself, the following Test Questions on Lesson III.)

1. *How does temperament influence the lives of individuals?*
2. *Is temperament hereditary or the result of education?*
3. *What are the four temperaments in the first classification?*
4. *Name five signs of the active choleric temperament. When is the suppressed choleric temperament indicated?*
5. *What contrasting traits are indicated by the choleric and the phlegmatic temperaments?*
6. *Name five signs of the phlegmatic temperament.*
7. *What are some of the indications of the sanguine temperament?*
8. *Of the melancholic temperament?*
9. *Are temperaments usually balanced or otherwise?*
10. *Name the three temperaments in the second classification.*
11. *Explain the terms "memo-mental" and "reso-mental."*
12. *Give five signs of the "memo-mental" temperament.*
13. *Give five signs of the "reso-mental" temperament.*
14. *What is meant by the "motive" temperament?*
15. *Define the "vital" temperament.*

TEST QUESTIONS

16. *Name some of the physical indications of the temperaments. How does corpulency affect temperament? Stature?*
17. *Illustrate the complexions of different races.*
18. *How are all human races broadly classified?*
19. *What characteristics are indicated by the blond complexion?*
20. *By the brunet complexion?*
21. *Give three favorable and three unfavorable brunet traits.*
22. *Name three favorable traits which are indicated by the florid complexion. Three unfavorable..*
23. *What racial characteristics are common to the "negro" complexion?*
24. *What is denoted by "mixed" complexion?*
25. *What may be deduced from extreme coloring in a subject? What from neutral coloring?*

MEMORANDA

CHARACTEROLOGY

AN EXACT SCIENCE

IN FIFTEEN LESSONS

LESSON IV

PHYSIOGNOMICAL INDICATIONS—FACE, HEAD, AND BODY—CONTOUR, PROFILE, PROPORTIONS— TYPES OF HEADS

The features are the external expression of internal personality.

The brain is the man. No man is greater than his brain.

ARCHITECTURE OF FACE, HEAD AND BODY

THE cranium and features are built upon architectural principles, convex, straight and concave lines variously disposed being utilized in their design.

The convex outline stands for strength; the concave for weakness, while the straight line reveals a balanced character.

On the above principles, an arched or convex nose shows force of character; one which is straight signifies neither excessive nor deficient strength, while a concave nose indicates weakness.

A convex forehead implies strength of memory; a vertical forehead a fair memory; while one which is concave presupposes a poor memory.

Protruding eyes which arch well outward betoken strength of memory; those of average prominence a fair memory; while sunken eyes signify a poor memory.

Viewed in profile, the upper lip if arched outward expresses force of character and wilfulness; if vertical,

**CONVEX OUTLINES
SIGNIFY STRENGTH,
CONCAVE, WEAKNESS,
STRAIGHT LINES
A BALANCED
CHARACTER**

**CONVEX AND
CONCAVE OUTLINES
ARE COMPLEMEN-
TARY IN THE SEXES**

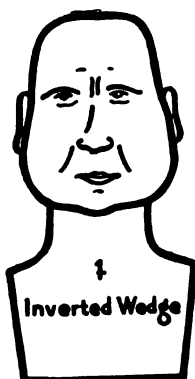
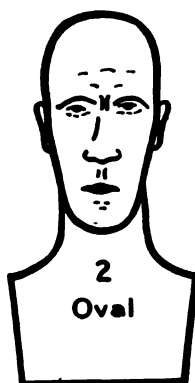
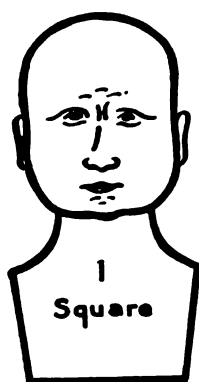
**ALL FEATURES
HARMONIZE WITH
THE MIND**

less strength is suggested; while if it is concave a yielding disposition is indicated.

A prominent chin (well arched outward) denotes firmness; when it does not protrude, less strength is indicated; while if it recedes, a yielding character is shown.

With the sexes, convexity and concavity in the outlines of the features are complementary, those which are typical in females being opposite to those that are typical in males. When, however, the sexes are reversed in character, the female possessing a masculine and the male a feminine disposition, the features are likewise reversed as to convexity and concavity. Thus, a masculine woman would possess some of the following masculine signs: an arched nose, a somewhat receding forehead, a prominent frontal sinus ridge, sunken eyes or a receding chin; while an effeminate man would possess certain feminine signs, such as a high or convex forehead, a concave nose, a projecting chin, protruding eyes, or absence of the frontal sinus ridge. When in the grouping of the features convex lines harmoniously blend with the concave, beauty of outline results, extreme traits are modified and the character is balanced.

Features harmonize with the mind. When the mind is absorbent, the features, such as the eyes and ears, are large and absorbent. When the mind is concentrative and creative, the eyes and ears are small or of average size, for absorption of ideas, to a marked degree, from the outside is then not required. If the mind, that is the disposition, is actively affectionate, the lips protrude. If the mind is not actively but passively or receptively affectionate the lips recede. If the disposition is timid, the ears are large and thin and hence super-sensitive to sounds. If the contrary is the case, the ears are thick, small, and less sensitive. Features invariably harmonize with the mind.



THE SIX TYPES
OF FACES,
FRONT VIEWS

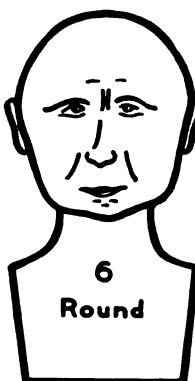
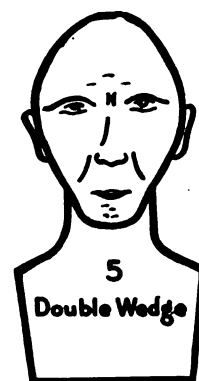


CHART B
TYPICAL FACES

No face, cranium or head can be accurately described as poorly formed so long as it implies conspicuous ability in favorable ways. Many types of minds and variety in abilities necessitate many shapes of features and of heads. If features were invariably harmonious and balanced there would be but few geniuses.

CLASSIFICATION OF FACES, FRONT VIEW

THE "SQUARE" FACE AND ITS INDICATIONS

EXTREME DIMEN- SIONS OF CRANIUM AND FACE AND THEIR INDICATIONS

CONTOUR OF HEAD AND FACE

Viewed from in front, faces can be classified as:

- | | |
|-------------|---------------------|
| (1) Square. | (4) Inverted wedge. |
| (2) Oval. | (5) Double wedge. |
| (3) Wedge. | (6) Round. |

(1) *Square*: A face which is built upon the square plan (Chart B), with both forehead and jaws broad, expresses wilfulness, perseverance, and obstinacy; but if the lower face is fleshy, it will also signify lethargy and the Vital temperament (Plates 4, 14, 18, and 27).*

The most capacious cranium is one which is simultaneously broad, long and high, for thus the maximum amount of containing space is provided for encephalic (brain) matter. The breadth of the lower face (jaws) in comparison with that of the forehead indicates the degree of wilfulness of an individual; a relatively broad lower face denotes decision of character and extreme breadth obstinacy, while a relatively narrow lower face shows a yielding disposition. A blend between the square and the wedge face is premier among front faces, as indicating reasoning capacity. Pronounced breadth of jaws indicates an unchangeable, stubborn mind, and is hence contrary to reason and sound judgment.

* Where reference is made to plates, for the purpose of illustration, the student should bear in mind that a particular feature under consideration may *in an individual case* refer to a trait which, *owing to the presence of contradictory signs*, may not be markedly conspicuous in the character of the individual represented.

(2) *Oval*: This shaped face, which is long and narrow, refers to lack of originality; deep reasoning powers are not present, although memory is excellent. With the oval or oblong face, as with the square, the relative breadth of the lower jaws in comparison with the breadth of the forehead decides the degree of wilfulness. When the jaws are extra broad, adamantine wilfulness is indicated.

**TRAITS OF THE
"OVAL" FACE**

(3) *Wedge*: This shaped head, which is broad at the top and tapers toward the chin, is suggestive of a reversed pyramid. It is usually accompanied by a

**THE "WEDGE"
SHAPED FACE AND
ITS CHARACTERISTICS**

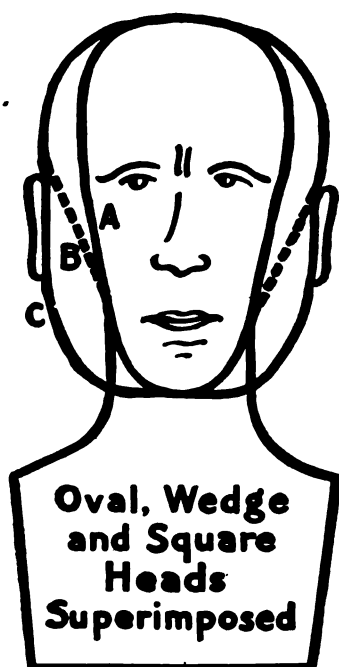


CHART C

THREE MAIN TYPES OF FACES SUPERIMPOSED

slender physique, deficient stamina and a delicate constitution. It is a sign of the Memo-Mental temperament and refers to memory, bookishness, power of imitation, the facile acquisition of languages, and the

**THE "INVERTED
WEDGE"**

love of acquiring knowledge from all sources (Plates 5, 21, and 24). *When memorizing signs in the features are absent*, it refers to the Reso-Mental temperament.

(4) *Inverted Wedge*: This contour of face, which is narrow at the top and broad at the base, is the reverse of the wedge. It is a low type and is associated with a thick neck, heavy jaws and a fleshy physique. It presupposes a sedentary life, an uncontrolled appetite, and the Vital or Phlegmatic temperament. It is apoplectic and is contrary, therefore, to longevity. Those who are muscular in youth, frequently through lack of exercise, become stout in middle age and develop a broad, fleshy lower face of this description.

**THE "DOUBLE
WEDGE"**

(5) *Double Wedge*: This in outline is a combination of the inverted wedge and the wedge, joined centrally so that the greatest breadth of face is at the cheek bones. It is a degenerate variety and refers to commonality and lack of breeding and cultivation; it is not unusual in the lower social strata. It is likewise typical with the American Indians, the Esquimos, and the lower classes among certain Oriental races.

**THE "ROUND"
FACE**

(6) *Round*: A round face is youthful in appearance and proclaims sociability, good nature, the Vital temperament and a balanced character (Plates 9 and 20). Although broad, it is not equal to the square face for intellectuality as the upper areas of the brain to the right and left of the center are undeveloped.

Faces can be analyzed according to contour, the upper and lower portions being designated as *masculine* or *feminine*. *Breadth indicates masculinity, narrowness femininity*. For this purpose, the capital letters "M" and "F" are used to designate the words "Masculine" and "Feminine" and they are variously combined in the following description of different faces.

Thus the letter “M” or “F,” whichever is mentioned *first*, refers to the breadth of the *top of the head*, and that used second, to breadth *of the lower portion of the head*. Referring to Chart “B” (page 5), the front contour of face No. 1, being broad *both above and below*, is a *purely masculine face*, and is therefore described as an “M M” face. Face No. 2, being narrow both above and below, is purely feminine and is accordingly designated as an “F F” face. Face No. 3, being broad above and narrow below, is a mixture of the masculine and feminine, and is therefore an “M F” face. Face No. 4, being narrow above and broad below, is an “F M” face. Face No. 5, being narrow both above and below, is an “F F” face but it is of a lower type than face No. 2. Face No. 6, being broad both above and below, is an “M M” face, but it is less accentuated in breadth and of a lower type than face No. 1, which is similarly described.

PROFILE INDICATIONS

There are nine varieties of profiles, the outlines of which are indicated by their names as follows:

- | | |
|--------------------------|-----------------|
| (1) Vertical. | (6) Protruding. |
| (2) Vertical protruding. | (7) Receding. |
| (3) Vertical receding. | (8) Convex. |
| (4) Protruding vertical. | (9) Concave. |
| (5) Receding vertical. | |

(1) *Vertical*: A vertical profile, the forehead and chin being directly in line, refers to a serious, matter-of-fact character. The forehead indicates memory, placidity, conscientiousness and religious tendencies; while the chin suggests wilfulness, firmness and passive or receptive love. (Plates 1, 15, 17, and 29.)

This type also shows adaptability for details and imitative capacity, but it is deficient in initiative, energy

CLASSIFICATION OF PROFILES

THE “VERTICAL” PROFILE AND ITS TRAITS

THE "VERTICAL PROTRUDING" PROFILE

THE "VERTICAL RECEDING"

and originality. It is somewhat similar in significance to the concave variety but not so pronounced.

(2) *Vertical Protruding*: A vertical forehead coupled with a protruding chin is a sign of the Memo-Mental temperament; the vertical forehead proclaims an absorbing mind, literary tendencies, conscientiousness and benevolence; the protruding chin means firmness, self-esteem and wilfulness. (Plates 2 and 8.)

(3) *Vertical Receding*: A vertical upper face and a receding chin. The vertical forehead implies memorizing powers, conscientiousness, love of acquiring knowl-



1. Vertical 2. Vertical Protruding 3. Vertical Receding 4. Protruding Vertical 5. Receding Vertical

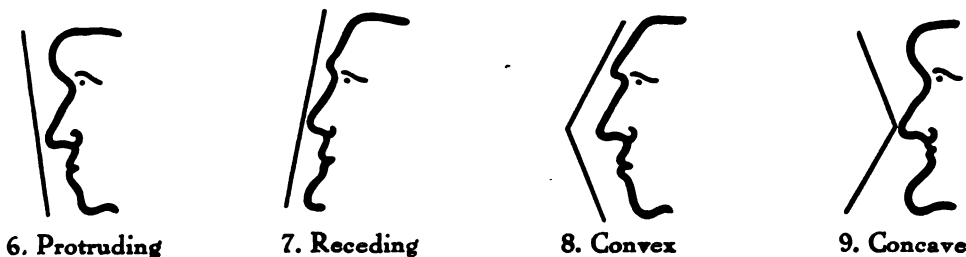


CHART D

TYPICAL PROFILES

edge, and aptitude at languages, and also deficient energy and initiative; while the receding chin denotes a practical mind, generosity, kindness, and, if marked, lack of self-esteem (see Plates 7 and 8). In Plate 8,

the strength of the nose counterbalances the weakness of the chin.

(4) *Protruding Vertical*: A protruding forehead, the face below the eyes being vertical. This forehead shows high memorizing powers, conscientiousness, benevolence, and hereditary religious instincts; while the vertical face means firmness, passive affection, deficient energy, and lack of originality. The Memo-Mental temperament is suggested.

THE "PROTRUDING VERTICAL"

(5) *Receding Vertical*: A receding forehead, the profile below the eyes being vertical. The receding forehead indicates a reasoning mind but is against memory, while the vertical lower face, owing to the prominence of the chin, denotes memory, self-esteem and firmness. This variety is somewhat similar in significance to Type No. 7, but is not so firm. (Plates 4, 9, and 13.)

THE "RECEDING VERTICAL"

(6) *Protruding*: An overhanging forehead coupled with a receding chin, so that the entire face slants outward from the base upward. The projecting forehead suggests memory, love of knowledge, benevolence, and religious tendencies; the receding chin indicates a practical mind, kindness, generosity and deficient self-esteem.

THE "PROTRUDING" PROFILE

(7) *Receding*: A receding forehead in combination with a projecting chin, so that the profile has a general backward slant, from the base upward, signifies deficient benevolence and lack of conscientiousness, as shown by the forehead, coupled with severity and determination, the latter traits being implied by the projecting chin. The receding forehead favors reason but is contrary to memory, the prominent chin is consistent with memory but is opposed to reason, so that the signs for and against memory and reason balance. (Plates 4, 6, and 39.)*

THE "RECEDING" PROFILE

* In order to decide whether it is the forehead or chin which recedes (or protrudes), the head of a subject should be held in a normal position; that is, so that the eyes look straight out of their sockets.

THE "CONVEX" PROFILE

(8) *Convex*: A receding forehead and prominent middle face coupled with a receding chin, the entire profile forming an outward arch, signifies the Reso-Mental temperament. If the forehead and chin recede but moderately, the indications are favorable and presage reasoning capacity, energy and sound judgment. When, however, the forehead and chin slope backward to an excessive degree, both memory and reason suffer and mentality is not of a high grade. The inward slant of the chin betokens generosity, and in excess, lack of self-esteem and deficient will power. If in the case of a convex profile the nose is large, broad, and arched, force is added, while if it is small, narrow, and concave, the reverse is the case. If the jaws are broad, the lack of force indicated by the receding chin will be balanced. The convex profile, *when not excessive*, is premier as referring to reasoning power, and is essentially masculine. (Plates 3, 19, and 24.)

THE "CONCAVE" PROFILE

(9) *Concave*: A protruding forehead combined with a sunken middle face and a projecting chin. This profile is unusual. The prominent forehead indicates memory, aptitude for languages, benevolence, conscientiousness, morality, religious tendencies and a thirst for knowledge; the prominent chin shows stubbornness, receptive affection and memory; and in combination, these features imply a serious, wilful, theoretical, idealistic character, lack of originality and practicality, and indifferent reasoning powers. This facial outline is the highest type as indicating memorizing capacity and is a sign of the Memo-Mental temperament. It is contrary to masculinity.

THE FRONT FACE SHOULD ALSO BE CONSIDERED IN JUDGING CHARACTER BY THE PROFILE

The foregoing classifications *are based on profile outlines only*. The front face, as previously described, *should be consulted equally* in forming conclusions in regard to character, as one view *may seriously modify* the other; the one being *masculine*, the other *feminine*, the

one *refined*, the other *coarse*, the one *strong*, the other *weak*, the one *favorable*, the other *unfavorable*.

PROPORTIONS OF HEAD TO BODY

Not only the *actual* size of the head but its *relative proportion* to the body is to be considered. An average sized head upon a tall or stout man would be considered small, while upon one of short or slight build, it would be regarded as large. If tall men possessed heads in proportion to their height, they would appear top-heavy. If the body is disproportionately large in comparison with the head, it attracts too much blood to itself so that the brain suffers for nourishment and mental activity is reduced. If the body is small relatively to the head, the brain will be active and possibly powerful, but as the body is the foundation of the brain deficient staying qualities can be expected. If the head and body are proportional, the entire physical organization will be harmoniously nourished so that activity and endurance, both mental and physical, will be present.

A cranium which measures twenty-three inches in greatest circumference indicates *good* mental ability in a man six feet, two inches tall, but a brain of this dimension would be entirely *out of proportion* upon a man of five feet, two inches, or less, as so small a body could not nourish so large a brain and mental inactivity would result. In the above gradations sound brains and normal bodies are considered, as the craniums of those who suffer from hydrocephalus (water on the brain) may reach enormous dimensions. Large, inactive brains and small bodies are not unusual with dwarfs.

If the brain and body are proportionally extra large, strength, but deficient activity, both mental and physical, will be present, while if they are both markedly small, abundant activity, but deficient power mental and physical can be expected.

**THE BODY AND HEAD
MUST BE IN PROPOR-
TION FOR HIGHEST
EFFICIENCY**

**EXTRA LARGE BRAIN
AND BODY INDICATE
STRENGTH BUT DE-
FICIENT ACTIVITY,
AND VICE VERSA**

**THE BODY SHOULD
BE PROPORTIONAL
TO THE BRAIN**

A reasonably large head on a small body is thus favorable to mentality, but contrary to endurance, while a small head on a large body is contrary to intellectuality. Temperament is always to be considered in deciding mental activity or inactivity. As the body sustains the brain, it should be proportional in size, not too large and not too small. The relative proportions in actual size and weight of the human brain to the body will alter in generations to come, *the average brain* becoming larger and heavier while its quality and power will greatly increase. The sustaining power of the body will develop in proportion.

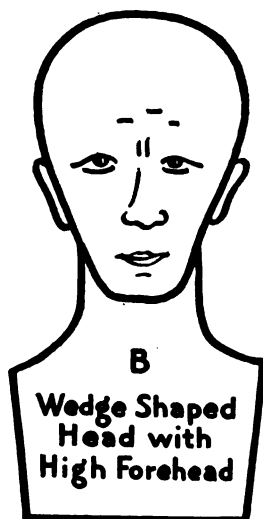
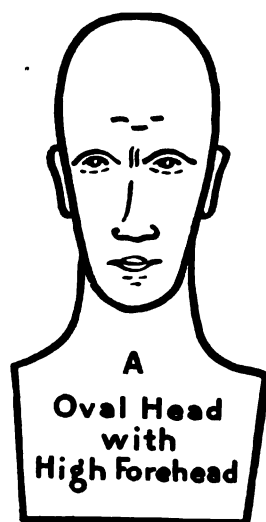
LARGE AND SMALL FEATURES**THE FEATURES ARE
TO BE CONSIDERED
IN RELATION
TO EACH OTHER
AND TO THE HEAD**

The features should be considered not only as regards actual dimensions but relatively to each other and to the size of the head. Relatively small features generally accompany a large head and large physique, while relatively large features are usual with a small head and slight physique, and thus a balance in aggregate force of character as between large and small men is frequently shown. When the cranium and features are both large, unusual mental power is present (Plates 6, 9, and 14). A small cranium coupled with diminutive features forms a weak combination.

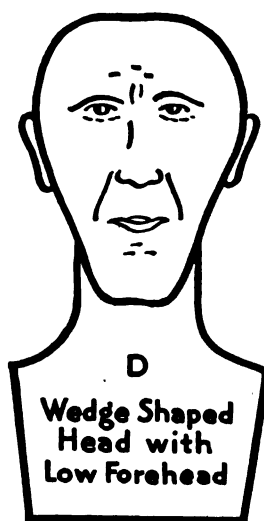
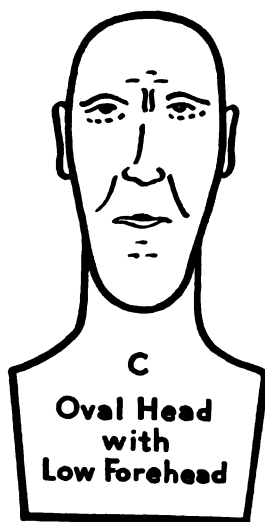
Large eyes refer to memorizing power, but are against reason, while small eyes indicate reasoning capacity but poor memory. Signs, however, must always be balanced against each other in forming conclusions.

**INDICATIONS OF
THE FEATURES**

Thin, sharply pointed and finely drawn features show refinement, memory and deficient stamina, and when combined with the choleric temperament denote a nervous disposition and rapidity of thought, speech and action (Plates 3 and 5); on the other hand, broad, rounded, or blunt features suggest deliberation,



DIFFERENCE IN
INTELLECTUALITY
ILLUSTRATED BY
LOCATION OF
FEATURES HIGH OR
LOW IN THE FACE



Heads A and C are identical in shape
as is the case with B and D

CHART E
TYPICAL FACES WITH HIGH AND
LOW FOREHEADS

**LARGE FEATURES
PRESAGE LONG LIFE,
SMALL FEATURES
ARE CONTRARY
TO LONGEVITY**

perseverance, reasoning tendencies, mature judgment and a strong constitution (Plates 6 and 23).

Narrow features (nose and mouth) imply poor breathing capacity, contracted lungs, and a feeble heart, but when these features are broad, the internal organs are usually capacious and sound.

Large features, excepting large eyes, presage long life; while small features, excepting small eyes, are contrary to longevity. Large eyes are against long life, while small eyes favor it. A large brain with small features (nose and mouth) implies memory and aptitude for details; while a small brain with large features (nose and mouth) suggests force and energy, but deficient reasoning capacity and poor judgment.

The heads shown in Chart E exhibit the difference in intellectuality which exists when the features, namely, the eyes, nose, mouth and ears, are grouped *low in the face*, and when they are located *high*. The heads marked "A" and "C" are of the same size and outline, as is the case with "B" and "D," but in "A" and "B," in which *the features are low and the foreheads are high*, extreme intellectuality is evident, while in "C" and "D" the chins are long, the foreheads are short and intellectuality is of a lower grade.

When the features are small and the temperament is phlegmatic, lethargy and incapacity may be inferred; but if the temperament is choleric, in spite of small features, energy and fair capacity will be present.

**WORK STRENGTHENS
THE FEATURES
AND IDLENESS
WEAKENS THEM**

Strength or weakness of character depends upon strength or weakness of mind. Strenuous work strengthens the intellect and consequently the features grow stronger, while lethargy and idleness weaken mentality and the features deteriorate; thus intellect, character and features slowly and synchronously alter but continually harmonize.

VALUE OF THE FEATURES IN DELINEATION

Large features, *the eyes excepted*, denote power and energy; those of medium size display average strength; while small features, *the eyes excepted*, accompany an indecisive personality. Small features, however, are occasionally desirable to modify others which are extra large and super-forceful. By the blending of strong and weak features, force of character is balanced, for too great force is liable to develop into unbending wilfulness which defeats itself.

The relative value of the features in diagnosis is in proportion to the information they severally impart. The mobile features are more expressive than the immobile. The eyes, therefore, rank first, for through them the brain receives most of its impressions, and being constantly in motion they are extremely expressive. The mouth is next in importance, then the nose, jaws, chin, ears and cheeks. The neck should not be omitted, as it indicates character according to its length, thickness and strength; and finally, the teeth are to be observed as to their condition, as health is thus revealed, and also as to whether they are strong, broad and carnivorous or long, narrow and herbivorous in appearance; the former are signs of animality, aggressiveness, and the Motive temperament, the latter of placidity and the Memo-Mental temperament.

The teeth should meet firmly and squarely, as this refers to sound digestion, health and force of character.

It is impossible to cast the features into any shape without portraying a combination of traits, and even grotesque faces, such as are seen in masks and caricatures, express various abnormal traits of character.

Features should be considered as to their proportions. Thus the ears, nose and chin are to be observed as to length, breadth and projection, the mouth as to width,

THE RELATIVE
VALUE OF THE
FEATURES IN
DIAGNOSISGROTESQUE
FEATURES EXHIBIT
ABNORMAL TRAITS

OCCASIONALLY
TRAITS OF A
SUBJECT ARE NOT
INDICATED BY
TYPICAL FEATURES

fullness and projection, and the eyes as to size, slant, color and prominence. Every detail of the features is of importance to the diagnostician.

Occasionally a trait which is distinctly typified by some feature is not markedly apparent in the character. This is either due to intentional suppression of the exhibition of such trait by the individual, to the influence of strong counter-balancing traits, as shown by other features, or to adverse temperament. Again, a disposition may be evident in the character which is not clearly indicated by a feature which, when prominent, especially refers to it. This is owing to the accumulated influence of other features. Thus, the fact that a man is a clever musician does not necessitate that he should possess ears of ideal proportions, as would be expected, for other minor signs of music might in the aggregate compensate.

MATHEMATICS OF ANALYSIS

FACIAL AND CRANIAL
SIGNS MUST BE
ADDED AND SUB-
TRACTED IN
ARRIVING AT
DEDUCTIONS

In considering facial and cranial conformation it will be observed that *contradictory signs are the rule rather than the exception, and this develops a Mathematics of Analysis*, that is, the addition and subtraction of values and the computing of the resultant strength of different traits; thus, if there were seven marked signs of memory and but three of reason in the countenance and cranium of a subject, memory would predominate by four points. The value to be placed against different facial and cranial signs in adding and subtracting values depends upon their relative development; thus, if the number of signs of memory and of reason were the same, but those of memory *were conspicuous* and those of reason *were not*, the resultant would be in favor of memory. The Mathematics of Analysis has not been understood by previous writers.

TYPES OF HEADS

Life from start to finish is a struggle, and “victory goes to the strong.” Weight of brain counts mentally just as avoirdupois does in physical contests, for men with large heads succeed best in great and difficult enterprises as they are ever able to oppose a heavy brain power against the lighter brains of their opponents, and when it comes to conclusions the capacious mind wears down the smaller by sheer force.

Other things being equal, the larger the brain the less its activity but the greater its power, the smaller the brain the greater its activity but the less its power. A large brain with small features can be likened to a massive engine with small wheels, which moves slowly but powerfully and accomplishes much, while a small brain with large features is suggestive of a small motor car with high gear, which is capable of great speed only. A large brain with large features combines power with energy, while a small brain with small features is inefficient. The relative proportions of the features and cranial districts are thus of decided importance in analysis. It must be borne in mind, also, that temperament *greatly influences* mentality as to activity or placidity.

A man with a large brain is deliberate in forming opinions; his plans are well digested, he considers causes and effects, and looks into the past, present and future, he weighs all possibilities of a situation, avoids rashness and observes caution, and for these reasons his judgments are reliable.

“The man of small brain sees clearly as far as his vision goes; but the man of large brain extends his line of thought a great deal further. The first will be found to rest in a new principle, which is suggested to him, and to set about reducing it to effect with great ability. Inform the latter of an original theory or new facts, and a light seems to burst upon him that shoots through

WEIGHT OF BRAIN
COUNTS MENTALLYTHE SIGNIFICANCE
OF BRAIN AND
FEATURES IN
COMBINATIONSMALL VERSUS
LARGE BRAINS

**SMALL BRAINS, WELL
PROPORTIONED, ARE
MORE CAPABLE THAN
LARGE ONES THAT
ARE ILL
PROPORTIONED**

the dark of today and penetrates into the abyss of coming ages; hence it will be found that individuals of small encephalon rest in a principle as it is propounded, while those of large brain carry it out to the very verge of its ramification.”*

Heads and features of average size are admirable for average purposes, but large craniums are requisite for great purposes.†

The essential differences between large and small brains are that the former possess superior analytical and synthetical ability, imagination and constructive capacity. Small brains, however, when well proportioned, are more capable than large ones which are lacking in this respect. A low order of mentality is assured when a mature male cranium is exceedingly small, say twenty inches or less in greatest lateral circumference. The features are seldom large when the head is of unusual size, for great mental power and proportional energy are rarely associated. On the other hand, the features should be large if the head is small and the head should be large if the features are small or mentality will suffer.

The author observed a ragged tramp in London whose head was at least twenty-three inches in circumference, but his amorphous features and dull eyes demonstrated that the quality of his brain was of a low grade. He also noted a dwarf in Chicago whose brain was enormous but evidently inactive, for his intelligence was subnormal.

*Sidney Smith, “Principles of Phrenology.”

†An interesting experiment showing the development of the brain as mankind has advanced from prehistoric times to the highest Caucasian type of today, was shown in London recently. A skull was cut in two around the base of the brain and a small rubber bag which could be pumped up with air was firmly attached in place of the dome which had been removed, and as the rubber bag under air pressure gradually expanded, the continual enlargement of the cranium, as the human race evolved, was illustrated.

Tall men seldom have heads in proportion to their height, for with them strength and vigor favor body and limbs. It is the man of average height who ordinarily possesses a capacious and active brain. A tall man, however, carries weight with him in more senses than one, for his personality is impressive and his physical strength is frequently in proportion.

In a miscellaneous assemblage of one thousand male individuals of all classes, not more than five would have brains of first magnitude, of high quality, of marked activity and well proportioned. There would be about one hundred of second rank whose brains would be lacking in size, quality, activity or proportions; say three hundred of third rank could be counted who would possess but average brains and ordinary mentality, and the balance, or over one-half of the assemblage, would be deficient in marked respects.

This calculation is only approximate, but it is fairly accurate and is arrived at by estimating features and craniums on their merits without inquiring who the individuals are or what they have accomplished. Abnormally large heads are denominated "macrocephalic" while small heads are described as "microcephalic."*

While experience has shown that a large brain and

*The paper "forms" exhibited by hatters as shapes or outlines of their customers' heads are grossly misleading and useless for characterological purposes, and this is so for the reason that the measuring apparatus called the "Conformiteur" which the hatter places over the head of his customer lessens the length and breadth of the head equally in producing the small paper cranial outlines, the result being that such "forms" are not accurate miniature reproductions of the heads from which they are taken. Only the outline of a perfectly round head could be correctly illustrated by a form produced by this apparatus. These small "hatter's forms" are frequently published as representing the shapes of the heads of prominent men, but for this purpose nothing could be more inaccurate. To understand the above a student should visit a hatter, who will explain the machine and its workings, but there are few hatters even who realize that these small forms are not similar to the outlines of the heads from which they are taken. If a *full size* cross section of a head is drawn and within it a number of smaller concentric tracings about an inch apart, a short straight line will represent the innermost oval, and thus the fallacy of the hatter's "forms" will be graphically illustrated.

THE MAN OF AVERAGE HEIGHT ORDINARILY POSSESSES AN ACTIVE BRAIN

THE "MACRO-CEPHALIC" AND "MICROCEPHALIC" HEAD

large physique ordinarily prevail over a small brain and small physique, if *justice* and *right* are on the side of the possessor of the latter, the inherent strength of a situation may be equalized, or even reversed. These elements are psychological in their effect upon human nature, for, on occasion, they will double the aggressive power of a small man or their absence may halve that of a large man. The reason for this is that all men instinctively realize that law and the power of the community, if evoked, will come to the assistance of one who has right on his side, and no cranium is so capacious, no brain so clever, and no muscular system so powerful but that it must yield to strength of such magnitude once it is set in motion.

Among animals a large brain is not superior to a small brain when different types are concerned, but in the same type a large brain is superior to a small brain. Thus an elephant's brain is not superior to that of a dog, but a large elephant's brain is superior to a small elephant's brain and a large dog's brain is superior to a small dog's brain; that is, provided quality of brain is equal.

CLASSIFICATION OF HEADS IN DETAIL

Having considered heads as to their general proportions, they will now be regarded in detail, as follows:

- | | |
|-------------|----------------------------|
| (1) High. | (5) Long (front to back). |
| (2) Low. | (6) Short (front to back). |
| (3) Broad. | (7) Peculiar heads. |
| (4) Narrow. | |

INDICATIONS OF THE HIGH HEAD

(1) *High heads:* Lofty, narrow craniums are possessed by individuals who are serious minded, pessimistic and unappreciative of wit and humor, and this is especially the case if *the features* likewise are vertically long and thin (Plates 7, 15, and 28).

Those who possess heads of this description have superior memories and are ordinarily more conscientious than broad-brained individuals, but they are less shrewd, less forceful, and lacking in practicality, originality and initiative.

Brains which are high and prominent suggest poetry, benevolence, religious convictions, moral principles, aptitude for details, oratorical ability and love of knowledge and therefore of books, the variety of bookishness and religious tendencies implied depending upon whether the anterior districts in addition to being high are narrow or broad. In the former case, literature in general is appreciated and the acquisition of knowledge through memory is indicated; in the latter, scientific books and such as require cogitative or reasoning capacity are suggested, and furthermore, provided the percepts are prominent and the temperament is energetic, originality, individuality and productive capacity will be present. Energy is an important trait, tending toward originality. The phlegmatic are rarely original.

A man with a lofty and uniformly narrow brain has high ideals and religious views, which are usually inherited and not based upon independent reasoning power. If well educated and professional, he is frequently possessed of an elaborate vocabulary of technical terms which he mistakes for wisdom, and while he may be fond of philosophy, his philosophical views are not original but borrowed.

Owing to deficient analytical ability, those who have high, narrow brains are not likely to assess information at its true value, and again, the accuracy of their views depends upon the accuracy of the views of the authorities from whom they derive their information, for one who relies all but exclusively upon borrowed knowledge sees with another's eyes and thinks with another's mind.

When a district is unusually highly developed, it is

LIMITATIONS OF THE LOFTY NARROW HEAD

**A HIGH BRAIN WHICH
IS DEFICIENT IN
BREADTH AND
A BROAD BRAIN
LACKING IN HEIGHT
ARE INHARMONIOUS**

so at the expense of other cerebral areas and an inharmonious brain results. An extra high brain is ordinarily deficient in breadth or length and an exceptionally broad head is usually lacking in height or length. There is a limit to height of brow beyond which memory blossoms but reason fades.

A high brain which is deficient in breadth and a broad brain which is lacking in height are each *efficient in special directions* but they are inharmonious in development, for the former is wanting in reasoning capacity, the latter in memory. Extra length, like extra height, of brain, refers to memory.

If a rubber ball is pressed on either side, it grows high and long (front to back), which roughly illustrates the conformation of the memorizing brain.

A high brain may not be uniformly high, nor a low one uniformly low, for the cranium can be high anteriorly and low posteriorly, or the reverse (Plate 31); and again, a brain can be narrow anteriorly and broad posteriorly, uniformly broad or symmetrically narrow. The brain is occasionally as broad in front as behind, but never broader.

Extra height of the posterior portion of the cranium coupled with low development of the anterior, a conformation more usual with the masculine than the feminine sex (Plate 24), denotes firmness, self-reliance, self-esteem, and frequently obstinacy, narrow-mindedness, deficient conscientiousness and lack of benevolence. If, however, the brain is high in the anterior relative to the posterior portion, conscientiousness, benevolence, and religious instincts will be present, but self-reliance will not be conspicuous. The former variety is masculine, the latter feminine.

**THE LOW HEAD
INDICATES MENTAL
DEFICIENCY**

(2) *Low heads:* A low brain which is broad is not contrary to reason, but is contrary to memory; if it is remarkably low, however, it suggests subnormal

mentality. If it is *low and narrow*, quantity of brain substance is seriously deficient, and consequently this is the most unfavorable variety. Such conformation is unusual except among the lower strata of humanity, and with those who are mentally defective (Plates 37 and 38).

(3) *Broad Heads:* High heads and broad heads are supplementary. In business enterprises, a man with a high, narrow head should select a partner or manager with a broad head, for the former with his excellent memory will be able to encompass the manifold details of the business, while the latter will be capable of conceiving intricate commercial schemes, and thus between the two varieties of mentality all departments of the establishment will receive expert attention.

If we consider that the breadth of the forehead is represented by two units, and the height of the head, measuring vertically from chin to crown, by three, memory will be pronounced but reason will be inconspicuous. If the cranial breadth amounts to two and one-half units and the height of the head to three units, reasoning capacity will be marked but memory will not be remarkable. Breadth of brain, however, is not sufficient upon which to predicate deep reasoning powers, unless fair height of head is likewise present. Seldom does cranial breadth equal the height of the head, and rarely does the height of the head exceed the breadth of the brain by more than one unit, for in either case mentality would be unbalanced and memory or reason would be deficient.

An active brain which is uniformly broad and of fair height is practical, original and initiative and possesses excellent reasoning capacity, provided the superciliary ridge is well developed and the facial signs of memory are not conspicuous.

In serious, concentrative work, a broad brain will

**THE BROAD HEAD
IS SUPPLEMENTARY
TO THE HIGH HEAD**

**BREADTH OF BRAIN
ALONE NOT SUFFI-
CIENT FOR PREDICAT-
ING REASONING
POWER**

**THE BROAD BRAIN
INDICATES FORCE
AND DILIGENCE**

seldom capitulate, for unflagging diligence is typical of this variety, and furthermore, it will maintain neutrality of judgment until, owing to weight of evidence, it is justified in forming definite conclusions. Men with broad brains organize and systematize operative schemes to a degree that is unusual with those who possess the narrow variety, and this is due to perseverance, initiative, originality and constructive capacity, for which this type is conspicuous. Generally speaking, men with broad brains are broad-minded, with narrow brains are narrow-minded, with high brains are high-minded, and with low brains are low-minded.

**A UNIFORMLY BROAD
BRAIN IS RATIONALLY
AGGRESSIVE, A
UNIFORMLY NARROW
BRAIN IS TIMID**

A uniformly broad brain is rationally aggressive and cautious; a uniformly narrow brain is seldom aggressive and usually timid. Caution implies that action is supported by reason, while timidity signifies caution without reason, in other words, excessive or irrational caution. Timidity breeds caution but caution may or may not include timidity. When the forehead recedes somewhat, a broad frontal brain refers to mirth and wit, but a high vertical or protruding brain, although broad, is seldom either mirthful or witty. Wit has its origin in keen reasoning powers, activity of mind and originality. Wit and shrewdness are closely akin.

Breadth of the posterior cranial area combined with contraction of the anterior refers to a poorly balanced brain, lack of self-control, and poor judgment, and especially is this the case if the choleric temperament prevails. When the anterior and posterior districts are both broad, force is restrained by reason and judgment is reliable. The broader the anterior portion of the brain the better is the judgment.

**QUALITY OF MIND,
TEMPERAMENT AND
EDUCATION MODIFY
BRAIN INDICATIONS**

It is not intended to imply that every broad brained individual has sound judgment, or that all who have narrow brains have poor judgment, for quality and activity of mind, as well as temperament, experience

and education, are to be taken into consideration in such decisions. The percentage of broad-brained men, however, who have sound judgment is greater than that of those who have narrow brains. It is seldom that a man who possesses a broad brain is not a reputable success in whatever department of endeavor he may have chosen, and this is so for the reason that he selects with discretion, for his judgment is sound. A brain which is broad but extremely low might be mechanical in a small way; its possessor might be a good chauffeur or a fair engineer, but he could not develop into a scientist or inventor of consequence, for his memory would be so defective that he would not possess a sufficient accumulation of knowledge upon which to base practical constructive schemes. Facial as well as cranial signs of memory and reason, however, must be considered in estimating the relative strength of these basic powers.

It may be noted that of thirty-three delegates, all of whom were notable scientists, assembled in Washington during the World War to advise regarding naval construction, there was not one who did not possess a uniformly broad brain.

The broad, frontal brain is inherited from reasoning ancestors and its power is constantly enhanced by education and experience. Thinking out schemes and means of accomplishment causes the brain to expand laterally, and this accounts for the extra cranial breadth of the inhabitants of the north temperate zone, who, owing to climatic conditions, have ever been obliged to contend with nature in its adverse forms. A broad head also indicates initiative capacity and the hoarding instinct which results in the continual acquisition of wealth.

It is upon the development of the antero-lateral portion of the brain that success in all professions and occupations which require constructive ability and sound

**POSSESSORS OF
BROAD BRAINS
ARE SELDOM
UNSUCCESSFUL**

**THE BROAD FRONTAL
BRAIN INDICATES
INITIATIVE AND
ACCOMPLISHMENT**

EXECUTIVES SHOULD
BE SELECTED FOR
SIZE AS WELL AS
BREADTH OF HEAD
AND FOREHEAD

INDICATIONS OF
THE NARROW HEAD

deduction principally depends. In connection with general breadth of head, the lateral portions of the cranium at the right and left of the eye sockets and over the temples should be broad.

Broad features possess something of the significance of a broad head, while narrow features somewhat resemble a narrow head in general significance. Long features are more or less analogous in meaning to a high, narrow head, and short features to a low, broad head, and furthermore, long, narrow features harmonize with and accompany a high, narrow head and short, broad features a low, broad head.

Men occupying controlling positions in commercial establishments should be selected *for size as well as breadth of head, and especially for breadth of forehead*, although reasonable height of brain is also requisite. The author knew of a capitalist who accumulated vast riches, and yet possessed a narrow brain. He had the foresight, however, to select a manager who had a broad brain, which accounted for the anomaly. Success in commercial pursuits, however, is occasionally more the result of opportunity and good fortune than of intellectual ability.

The importance of prominent perceptive as an indication of reasoning power cannot be over-emphasized (Antero-inferior District, Lesson VIII). A brain even when broad if lacking in development in this area chiefly pertains to memory, while if the perceptive are well developed quick perception and reasoning power will be present (Plates 6, 9, 16, and 30). Prominence of the perceptive, however, taken alone, without considering width, size, and quality of brain and temperament is insufficient evidence upon which to predicate reasoning capacity or sound judgment.

(4) *Narrow Heads:* Human beings who have narrow heads and narrow-headed animals possess similar

characteristics in so far as they are both active, timid and submissive; while men with broad heads, like animals which have this variety, are forceful, grasping and aggressive. Narrow headed people, as they possess narrow bodies as well, are not physically strong, and hence gain by diplomacy that which the broad headed type procures by force, physical or intellectual. Energy and activity, however, in all men depend largely upon temperament. A narrow head may contain abundant knowledge and yet be devoid of ideas.

The author has met people whose heads were so extremely contracted laterally that it appeared as if their crania had been artificially compressed, and upon investigation he found that they were fond of poetry, and usually possessed excellent memory, capacity for details and imitative ability, but originality and independent reasoning capacity were deficient. (Plates 15 and 28.)

The familiar expression, "a narrow-minded man" should have been "a narrow-brained man," as the mind has neither length, breadth nor height, all of which the brain possesses. Breadth of head and of features refers to perseverance and broad-mindedness while narrowness harmonizes with activity, but is deficient in continuity.

Narrow features, such as the mouth and nose, reduce the favorable significance of a broad brain, while broad features favorably modify the unfavorable significance of a narrow brain.

(5) *Long Heads:* A narrow but long head (antero-posteriorly) does not indicate forceful traits but refers to memory, to receptive affection and to a kindly disposition together with low development of the aggressive faculties, which pertain to the sides of the brain. When a narrow cranium is associated with broad jaws, *unreasoning obstinacy* is implied. Prominent perceptives

**THE NARROW HEAD
IS DIPLOMATIC**

**THE LONG HEAD
DOES NOT INDICATE
FORCEFUL TRAITS**

(the superciliary ridge) add much force, initiative and individuality to a narrow brain.

A long head (front to back) which *protrudes* in the occipital portion signifies passive or receptive affection, love of children, capacity for details, the ability to imitate, love of music, a superior memory, and consequently the desire to accumulate knowledge. (Plates 21, 31, and 36.) A long head has somewhat similar significance to a narrow one, as extra length presupposes narrowness. Broad heads harmonize with broad bodies, while narrow heads belong to individuals who are of slender build.

THE SHORT HEAD AND ITS SIGNIFI- CANCE

(6) *Short Heads:* A short head, that is, one which is lacking in length from sinciput to occiput (front to back) is masculine and denotes amateness, wilfulness, and decision of character; it also presupposes breadth as otherwise it would be uniformly small. Such a head, if symmetrically broad, indicates acquisitiveness, aggressiveness, secretiveness, caution, originality and analytical, constructive and reasoning abilities. When, however, a short head (antero-posteriorly) is high and lacking in breadth, memory and imitative capacity (derived from memory), hereditary religious convictions, high ideals and love of poetry are shown, while force and aggressiveness, initiative, constructive ability and independent reasoning capacity will not be displayed. (Plates 7, 15, and 28.) Imitative capacity of the *highest grade* depends upon reason as well as memory and is indicated, therefore, by a brain that is broad as well as high. This type is usual with great actors.

PECULIAR HEADS AND THEIR ANOMALIES

(7) *Peculiar Heads:* It is astonishing the amount which some individuals accomplish in life with peculiar and unsuitable instruments. Thus, there are occasionally found men filling prominent positions who have heads and features which are lacking in size and are unsymmetrical.

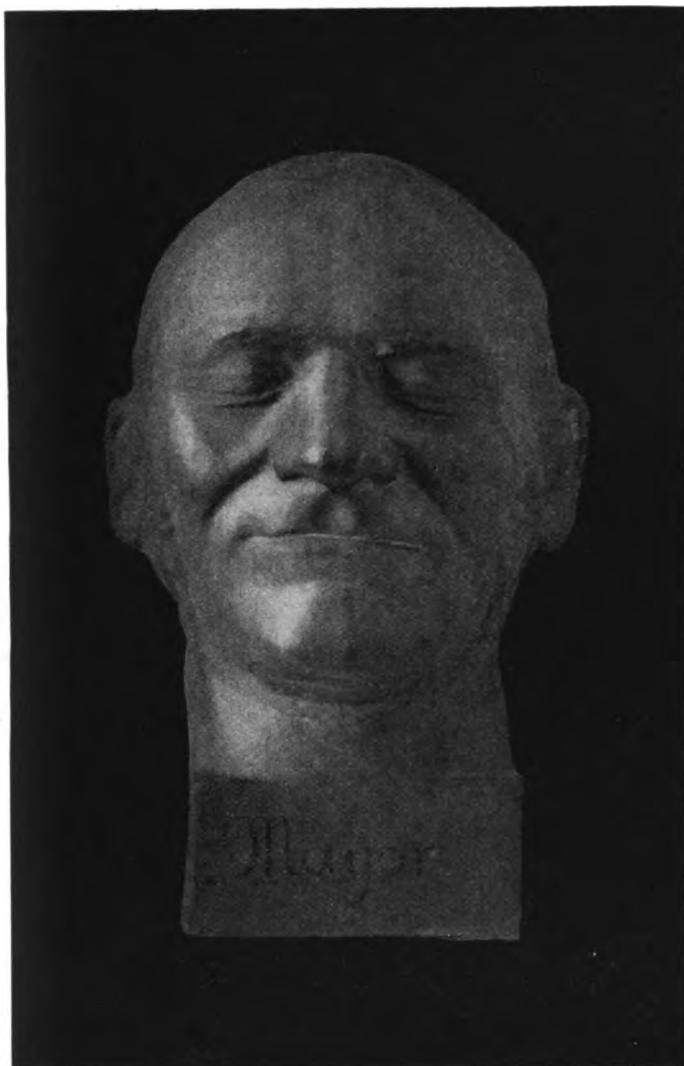
The possessors of heads of unusual shape might be compared to odd-shaped keys; they will fit some lock, the difficulty is to find the lock. Every delineator will observe peculiar heads, but the more unique the outline the simpler they should be to analyze, as exceptional proportions typify conspicuous traits.

The author has seen professional men with small brains and manual laborers with large brains, but such combinations are unusual and are explainable, provided analytical concentration is brought to bear upon each case. Thus, a clever lawyer or physician with a small cranium might possess a super-active brain of high quality, while the large head of a laborer might contain an inactive brain of poor quality.

Analysts occasionally are astonished to discover that individuals act contrary to their apparent (analytical) character. This is because they reverse their natural inclinations, for mercenary or other reasons. Their basic, true, and inherent character is thus contrary to appearances.

**THE MORE UNIQUE
THE PECULIAR HEAD,
THE SIMPLER ITS
ANALYSIS**

JOHN EYTON MAYOR
ENGLISH DIVINE—1825-1910



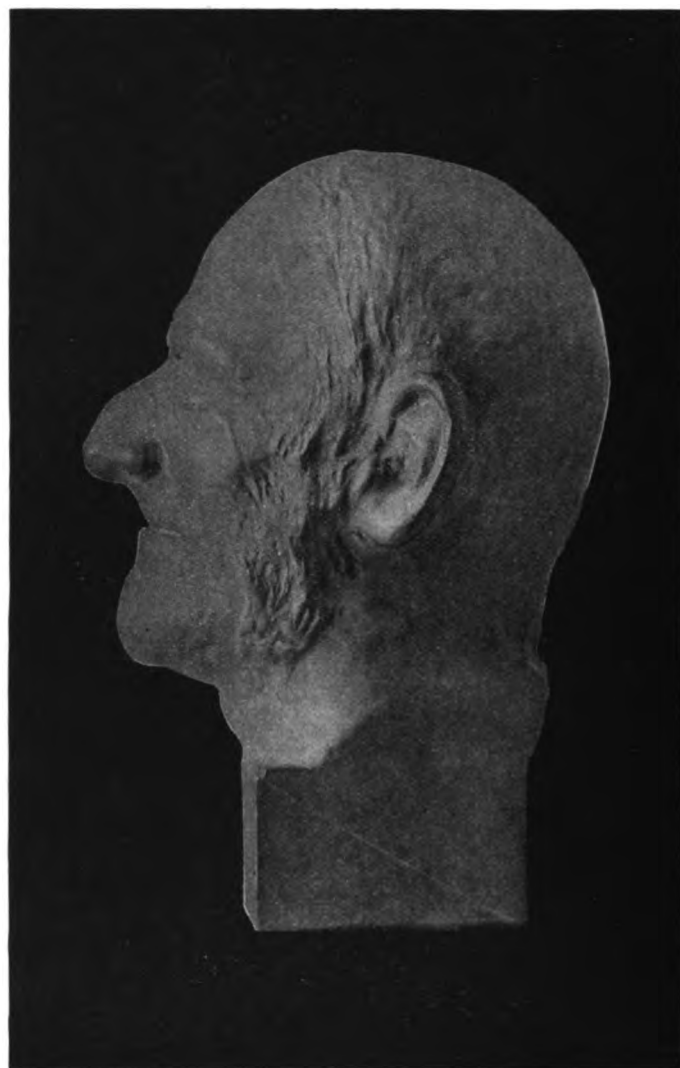
(ANTERIOR VIEW)

Conspicuous Features

1. Great breadth of brain.
2. Large, broad Roman nose.
3. Large mouth, thin lips.
4. Large ears.
5. Strong chin.
6. Prominent perceptive.
7. High cheek bones.
8. Vertical occipital district.
9. Thick neck.

History

John Eyton Bickersteth Mayor, a classical scholar and divine, was born in Ceylon in 1825 and was the son of a missionary. He reveled in books from his earliest years, was highly educated, spoke many languages, and took classical honors during his educational career. He was



(LATERAL VIEW)

subsequently appointed assistant master at Marlborough and later lecturer at St. John's College, Cambridge, where he held the position of University librarian for three years. He was ordained priest in 1857. He was a fluent talker and extremely courteous, and wrote chiefly on historical and classical subjects.

Character from Life Cast

This is a remarkably powerful head. Its proportions are massive; the nose and chin are conspicuous for size and prominence. The features reveal enormous energy combined with high mentality, self-assurance and impatience, which latter trait prevented him from completing much which he began. In addition, there are manifested strong religious convictions and intellectuality of an aggressive variety. His brain was extremely absorbent, which enabled him to acquire many languages.



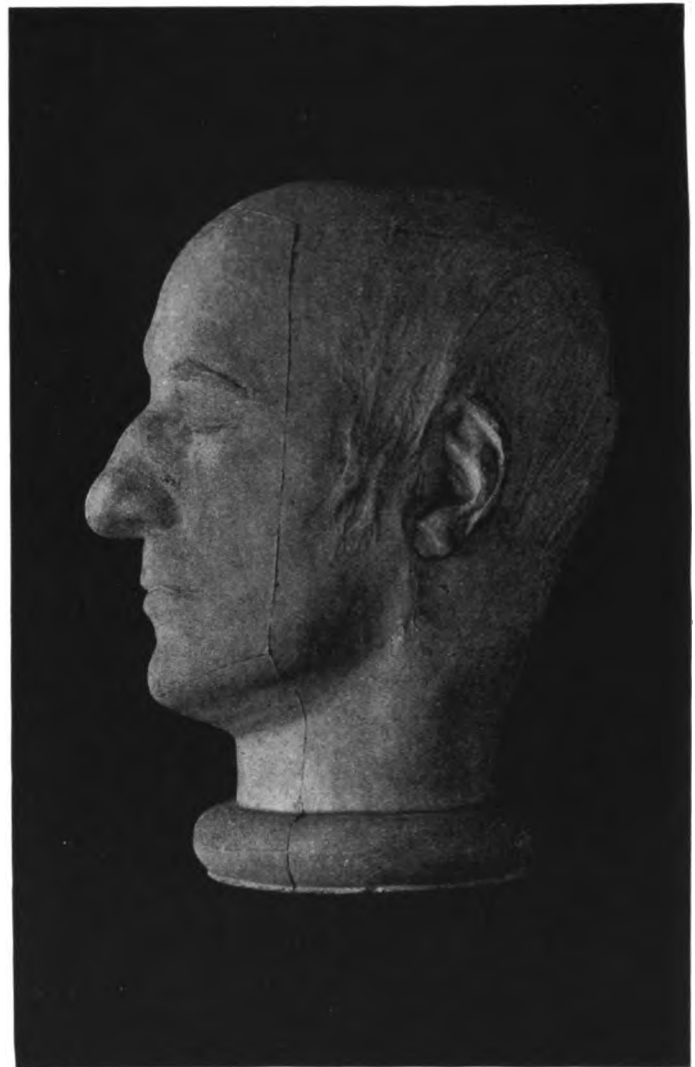
(ANTERIOR VIEW)

Conspicuous Features

1. Marked depression in the coronal region.
2. Large Greco-Roman-cogitative nose.
3. Prominent perceptives.
4. Square profile with vertical face.

History

William Godwin (1756-1836) was a clergyman who became an unbeliever. He advocated republican principles and free love. He was the father-in-law of Shelley,



(LATERAL VIEW)

the poet, over whom he exercised great influence. Godwin wrote both novels and plays, among the former of which "Caleb Williams" is the best known.

Character from Cast

Much force is shown in both front and profile views. The nose is especially powerful. The prominent upper forehead evidences religious convictions, while the conspicuous perceptives suggest forceful, independent thought, which caused him to develop unorthodox religious opinions.

TEST QUESTIONS ON LESSON IV

(Before undertaking Lesson V, be sure you can answer, satisfactorily to yourself, the following Test Questions on Lesson IV.)

1. *What are the contrasting indications of concave and convex facial outlines?*
2. *Name the six types of front faces.*
3. *Describe the "square" face.*
4. *What is indicated by extreme dimensions of face and cranium?*
5. *What traits accompany the "oval" face?*
6. *What is a "wedge-shaped" face? Name some of its characteristics.*
7. *What is indicated by the "inverted wedge" type of face? The "double wedge"?*
8. *What does the "round" face signify?*
9. *How many varieties of profiles are there?*
10. *Name these varieties.*
11. *Give the indications of the "vertical" profile*
12. *Of the "vertical protruding" face.*
13. *What is the signification of the "convex" profile.*
14. *Of the concave?*
15. *Are the relations of head to body important in character analysis? How must the features be considered?*
16. *What is the relative value of the features to the analyst?*
17. *Explain the "mathematics of analysis."*

TEST QUESTIONS

18. *What is the significance when the indications of the brain and features harmonize?*

19. *Give some of the characteristics of the large brain versus the small.*

20. *Define the terms "macrocephalic" and "microcephalic."*

21. *How are heads classified?*

22. *Give some of the advantages of the high head and some of its limitations. What does the extremely low head indicate?*

23. *What are some of the limitations of the lofty, narrow head?*

24. *Why does the broad head supplement the high? What does the broad brain evidence?*

25. *Give some of the indications of the narrow head. The long head. The short head.*

MEMORANDA

CHARACTEROLOGY

AN EXACT SCIENCE

IN FIFTEEN LESSONS

LESSON V

THE FOREHEAD

EYES, EYELIDS, EYEBROWS, AND EYELASHES

The brain is a mill, a forge, a workshop, a laboratory, in which thoughts are produced. It is a treasury, a depository, a cabinet, a coffer, in which knowledge is deposited for future use.

The eye is the microscope, the telescope, the periscope of the mind. It is the instrument by which and through which the spiritual comprehends the material.

The eye is the window of the soul for through it the innermost recesses of the mind are revealed.

OWING to the ever-increasing amount of knowledge at hand for assimilation by mankind, and the progress of higher education among the masses, the brain in general and the frontal portions in particular are gradually being filled out and becoming more prominent, while low, narrow and markedly receding foreheads are disappearing.

The following are the principal varieties of foreheads:

- | | |
|-------------|----------------------|
| (1) High. | (7) Projecting. |
| (2) Low. | (a) Upper Forehead. |
| (3) Broad. | (b) Middle Forehead. |
| (4) Narrow. | (c) Lower Forehead. |
| (5) Smooth. | (8) Receding. |
| (6) Uneven. | (9) Concave. |

THE PRINCIPAL VARIETIES OF FOREHEADS

**THE HIGH, VERTICAL
FOREHEAD AND ITS
INDICATIONS**

**THOSE POSSESSING
HIGH, NARROW FORE-
HEADS ABSORB
KNOWLEDGE BUT
DO NOT READILY
GIVE IT FORTH**

(1) *High*: A high, vertical forehead presupposes educability, memorizing capacity, conscientiousness, benevolence, religious tendencies and integrity. A large percentage of employees, such as cashiers, confidential clerks, secretaries and stenographers, who are employed in banks, trust companies, and other financial institutions, have this variety. A forehead of this type evidences patience, economy, capacity for routine, and likewise memory for words, places, events, faces, statistics and details, but it does not imply originality or initiative. No type of brain possesses, to a marked degree, all of the favorable attributes.

When the brain is high and narrow, independent views are not observable; learning and erudition rather than individuality and practicality are present, and cogitative rather than deep reasoning capacity is exhibited. Those who have high, narrow foreheads are inclined to be reserved and undemonstrative; they absorb knowledge readily but are inapt at giving it forth, and are better as correspondents than as conversationalists. (Plates 7, 15, and 28.) When an individual with a high, narrow brain becomes an orator, it is owing to the possession of a superior memory, a liberal store of information and a broad vocabulary; he can compose and memorize speeches in advance and charm his audiences with carefully prepared recitations.

The author has noticed, while passing long hours in libraries the world over, that a large percentage of the readers possessed high foreheads, which betoken a thirst for knowledge.

Speaking of lofty foreheads, Rogerson says: "The longer the time elapses after the death of a celebrated man and the less possibility of contradiction from his contemporaries, the broader and higher does his pictured brow become, finally attaining the dimensions of water on the brain."*

*Rogerson, "Character in the Face," page 35.

It is not uncommon for the foreheads of historical personages to be depicted 10 to 20 per cent higher or broader than they were in life. This is called "artist's license," and thus the great men of the world are permanently misrepresented on canvas, in marble and in bronze.

A bald forehead of medium height, when viewed anteriorly and at a distance, may readily be mistaken for a high one.

(2) *Low:* A forehead of average height is favorable to intellectuality, provided it is broad, but a distinctly low one is not so, for the reason that the upper frontal portion of the brain is then seriously deficient in substance. An unusually high and a remarkably low forehead (Plates 24 and 39) are both contrary to deep reasoning capacity, the former because memory thrives at the expense of reasoning power, the latter as it signifies an exceedingly poor memory and hence absence of a sufficient accumulation of knowledge upon which to base reason.

(3) *Broad:* A broad forehead, provided the jaws are reasonably broad and the superciliary ridge is prominent, denotes practicality, caution, perseverance, acquisitiveness, secretiveness, executive and constructive ability, originality and sound reasoning capacity. If the jaws are narrow and the superciliary ridge is undeveloped these traits will not be conspicuous and memory will be in the ascendancy. Profound and original reasoners of all times have possessed broad foreheads in combination with general breadth of face and features. Extra height of brain favors reasoning capacity and sound judgment, provided the forehead is not vertical, the breadth is proportional and facial signs of memory are not conspicuous. (Plates 1, 5, 6, 9, and 14.)

(4) *Narrow:* High, narrow foreheads imply memory and an aptitude for details, and in combination with prominence of the perceptive (District I) presage

**THE LOW FOREHEAD
DELIMITS ABILITY**

**THE BROAD
FOREHEAD AND
ITS MEANING**

**THE HIGH, NARROW
FOREHEAD IMPLIES
MEMORY AND CA-
PACITY FOR DETAILS**

activity of mind, but they are deficient in creative power, and therefore are not usual with men of individuality and forceful personality; and furthermore, independent reasoning capacity is not marked, and judgment consequently is liable to be defective. Timidity and vacillation on the one hand, or thoughtlessness and rashness on the other, are shown by those who possess narrow foreheads (Plates 15 and 28). Tall, slender trees are not producers of fruit, nor are high, narrow brains producers of ideas; and just as broad, spreading trees are fruit bearers, so broad brains give forth new knowledge.

THE SMOOTH FOREHEAD

(5) *Smooth*: Smooth foreheads (devoid of wrinkles and furrows) refer to memory and placidity of disposition, aptitude for routine and detail, lack of originality and initiative, and deficient executive ability. This variety is frequently found in children and adults who are imitative and who possess excellent memorizing capacity but are not given to constructive thought.

THE UNEVEN FOREHEAD EVI- DENCES ENERGY AND FORCE

(6) *Uneven*: Uneven foreheads, which are replete with wrinkles and furrows, evidence nervousness, energy, force, excitability, deep thought and the Motive-Choleric temperament. Circular prominences or bosses to the right and left on the upper portion of the forehead, known as the "frontal eminences," signify memory. Protrusions of this kind, which are only slightly above the level of the forehead, are occasionally present in children who possess excellent memories. The localities of these prominences were erroneously assigned by early writers to the phrenological organs of "Causality," or "reasoning and planning."

THE PROJECTING UPPER FOREHEAD

(7-a) *Projecting Upper Forehead*: A projecting upper forehead accompanies a thirst for knowledge and a love of books, and betokens an inquiring mind, high ideals, conscientiousness, and religious inclinations. Those who possess this variety have superior memories, comprehensive vocabularies, and talent for details, but they are lacking in initiative, energy and creative power,

and likewise in capacity for planning and scheming. They are fond of music, poetry and philosophy but their views are not original.

(7-b) *Projecting Middle Forehead:* A projecting or convex middle forehead is an indication of superior memory and of bookishness, but it is contrary to insight, initiative, individuality, deep reasoning capacity and executive ability. Such foreheads are usual with children who have active memories and who learn readily but do not reason deeply. When the middle forehead is prominent, the superciliary ridge is not observable. If the middle forehead is markedly concave, so that in profile it appears to be hollowed out, it is contrary to intellectuality.

**PROJECTING MIDDLE
FOREHEAD**

(7-c) *Projecting Lower Forehead:* A forehead which projects in the lower portion (District I, Chart M, Lesson VIII) so that a prominent superciliary ridge is in evidence, marks an aggressive, forceful, energetic character. Prominence here is masculine and denotes quick perception, intensity of thought, emphatic opinions, initiative, and the power of interpreting motives and character at sight. It is contrary to memory and favors reason. Prominence of this district is one of the most pronounced indications of force of character in the male sex. The lower portion of the forehead, which includes the superciliary ridge, is not prominent with young children, but begins to develop with boys at puberty. Females rarely possess prominence here, but when they do, a masculine, assertive and initiative character is displayed (see Frontal Sinus, Lesson VII, also Plates 16 and 30).

**PROJECTING LOWER
FOREHEAD**

(8) *Receding:* A forehead which recedes somewhat is contrary to memory but favors reason and executive capacity. There is a limit, however, beyond which the forehead should not recede, which ordinarily represents an angle with the vertical line of the face of about twenty-two degrees. The author has seen foreheads which

**THE RECEDING
FOREHEAD FAVORS
REASON AND
EXECUTIVE
CAPACITY**

**THE CONCAVE FORE-
HEAD DENOTES
POOR MEMORY**

slanted at an angle with the perpendicular of at least thirty degrees, and yet their possessors were highly intelligent. In such cases, however, the craniums were broad and the antero-inferior district was highly developed. A forehead which not only recedes considerably but is also narrow produces a generally contracted brain and is therefore contrary to both memory and reason.

(9) *Concave*: A hollow or sunken middle forehead causes the superciliary ridge to appear extra prominent, and furthermore, it denotes a poor memory. This sign, however, can be counterbalanced somewhat by other memorizing signs, such as large, thin ears, large or protruding eyes, puffy upper eyelids, thin, pointed features, all brunet signs, or by a long cranium from front to back.

The foregoing types of foreheads combine in a great number of ways. Thus, a forehead can be simultaneously high, broad, projecting and smooth, or low, narrow, uneven and receding.

**SIGNIFICANCE
OF VEINS IN
THE FOREHEAD**

VEINS

Veins in the forehead or temples which are at times of a slightly bluish tinge, indicate nervousness, sensitiveness and irritability. They are usual in choleric individuals and enlarge and become conspicuous when temper, violent laughter or other exciting causes induce a sudden rush of blood to the head.

**THE EYE IS ONE OF
THE MOST INTER-
ESTING FEATURES
FOR THE ANALYST**

EYES, EYELIDS, EYEBROWS, AND EYELASHES

Among the features, none are more interesting than the eyes, for by them not only character but even thoughts are revealed. Thus, the pugilist, by watching the eyes of his opponent, knows where to place his guard as well as the points which are open to attack. On the street, a glance decides instantly on which side one is to pass a stranger or upon which side he will be allowed to pass. Words are not necessary; the glance is imperative.

“Yes” or “no” is as clearly spoken by the meeting of the eyes upon such occasions, as though it were enunciated by the lips.

It is astonishing how many expressions the eyes, in combination with other features, can give forth. Thus, a man may look humorous, sly, enthusiastic, hopeful, trusting, despairing, scornful, stupid, frivolous, firm, anxious, animated, sympathetic, calm or disdainful, and each of these expressions is produced by the expansion or contraction of different combinations of facial muscles, but especially of those which control the eyes, eyebrows, and eyelids.

There is, thus, a language of the eyes which, although voiceless and wordless, is universally understood and is more to be relied upon than speech, for by an unguarded glance truth may be revealed even when the tongue lieth. People converse with their eyes as fluently as with their lips, and thought thus expressed is at times so emphatic that a single look has been known to destroy friendship. One glance like a flash of lightning may reveal hatred that is smouldering within the breast. If a man looks kindly, words are superfluous; if he looks dangerous, it is not advisable to afford him an opportunity to prove it. The eyes indicate mastery or obedience.

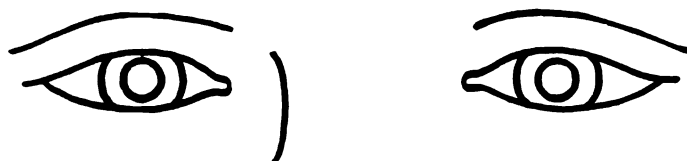
A vicious eye arouses either alarm or combativeness, according as the one observed is by disposition submissive or resistive, timid or brave. Authority is in the eye of the autocrat just as subservience is depicted in the countenance of an underling, and even social status is revealed by the presence or absence of confidence in the eye. One who does not question his position will face the world fearlessly, but unworthiness is at once evidenced by the glance. Alertness as exhibited in the eye is an index of energy, initiative and cleverness. Honesty or dishonesty, virtue or vice, are likewise thus disclosed.

**THE EYE EXPRESSES
EVERY EMOTION
AND STATE OF MIND**

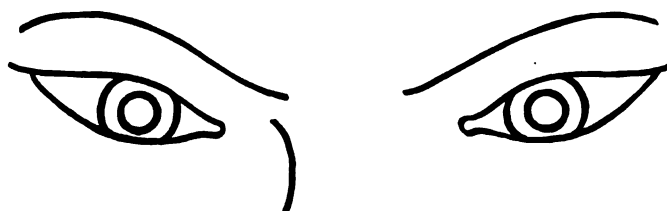
**THE “LANGUAGE
OF THE EYES”**



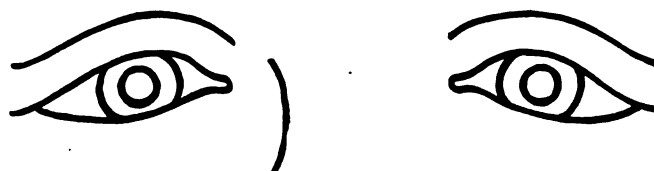
Large and Round



Small and Straight



Oblique Upward



Oblique Downward

CHART F

TYPICAL EYES (*Anterior View*)

**PECULIAR POWERS
OF CERTAIN EYES**

Eyes are at times mesmeric, and extreme or unique varieties, such as the deep black, decided blue, the "cattish" green, or cold gray, are especially so. Eyes which fascinate and command attention, owing to their brilliancy, peculiarity or force, are irresistible and cannot be faced by those who are lacking in individuality

and self-confidence. The hypnotizer, in fixing his gaze, suggests sleep and his subject sleeps. The serpent wills his prey to come to him and it cannot resist. Once the author, while visiting an English jail, observed a prisoner whose eyes were like coals of fire, for in them was stored the fury of a tiger. No one could look into those eyes for more than a second, they were so fierce and aggressive.

Eyes are prone to develop in the one observed feelings analogous to those which are uppermost in the mind of the observer; thus a mirthful look excites laughter, a sympathetic smile develops a kindly feeling and the appearance of grief produces sorrow.

People who admire each other seek one another's eyes, while those who are discordant avoid the glance. Lovers mesmerize by their rapturous glances until even against their wills they approach each other. The look of love is a feast to the heart, while that of hatred is poison.

THE HYPNOTIC OR MESMERIC EYE

DETAILS REGARDING THE EYES

The following details are to be considered regarding the eyes:

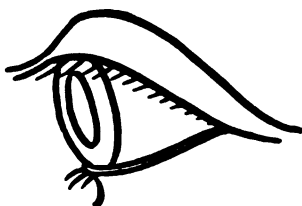
- | | |
|---------------------|-----------------|
| (1) Size. | (5) Brilliance. |
| (a) Large. | (a) Lustrous. |
| (b) Small. | (b) Lustreless. |
| (c) Medium. | |
| (2) Shape. | (6) Movement. |
| (a) Round. | (7) Vision. |
| (b) Straight. | (8) Expression. |
| (c) Oblique. | |
| (3) Distance apart. | |
| (4) Color. | |
| (a) Black. | (e) Hazel. |
| (b) Brown. | (f) Green. |
| (c) Blue. | (g) Mixed. |
| (d) Gray. | |

DETAILS TO BE CONSIDERED REGARDING THE EYES

**THE TERMS "LARGE"
AND "SMALL" AS
APPLIED TO EYES
ARE RELATIVE ONLY**

(1) *Size*: The terms "large" and "small" as applied to the eyes are merely convenient expressions, and are made use of for the reason that they are well understood. After maturity all human eyes are approximately the same in size, and the difference between those which are called large and others that are described as small only refers to the portions of the eyeballs which are exposed when the lids are normally open.

It is necessary to observe the eyes in profile as well as in front to judge accurately of their size and promi-



Large—fully opened



Small—partly closed

CHART G

TYPICAL EYES *Lateral View*

**WIDE-OPEN EYES
LACKING IN
CONCENTRATION**

nence, and if a subject under analysis will look up, then down, and then sideways, such details become at once apparent.

(1-a) *Large*: Wide-open eyes and those which protrude are lacking in concentration. They embrace a broad field of vision and see much, but they perceive little for they do not look beneath the surface, nor do they show profound thought, carefully digested views, nor mature judgment; on the contrary, they suggest a changeable mind and a character which is given to acting upon impulse and without due consideration of consequences.

It is not necessary for purposes of sight to keep the eyes extra wide open, and to do so exposes them to danger, therefore such eyes imply rashness. Their possessors take risks such as are avoided by those who have the small or medium varieties, and this is due to

lack of thought and hence of caution. When those who have large eyes pause to think in the midst of danger and excitement, they are timid, but they seldom stop to think. The phlegmatic temperament modifies the lack of caution that accompanies this variety of eyes, while the choleric enhances it. Large eyes have great receptive power, and therefore signify memory; they are frequently possessed by people who listen attentively but talk little.

Large, protruding eyes denote love of literature and travel, and a craving for knowledge. They do not pertain to the genius, however, as profound minds possess an element of originality which is foreign to this variety. Large eyes do not belong to leaders in the world of constructive thought. Their owners are efficient workers in every department of endeavor where memory and capacity for details are essential and routine work is required.

An artist with medium or small eyes is original in his compositions, while one with large or protruding eyes is a copyist. By this is not meant necessarily that he copies the works of others, but that he imitates the style, technique, or manner of other artists, and that he reproduces nature in detail and with precision. An inventor, or composer, whether in music, literature, science or art, if distinctly original, has medium or small eyes and they are usually of medium or light color.

When those who have large or protruding eyes become criminals, it is due to thoughtlessness, rashness, and lack of appreciation of consequences. Full, lustrous eyes in the female sex are beautiful, but while they have a winning and affectionate appearance their possessors are not deeply soulful; they submit to affection and perhaps court it, but they give little in return; they are receptive but non-demonstrative. Between the sexes large eyes are preferred by those who have small eyes.

Large, protruding eyes and prominence of the root

**LARGE, PROTRUDING
EYES DENOTE A
CRAVING FOR KNOWL-
EDGE AND CAPACITY
FOR DETAILS**

**LUSTROUS EYES IN
WOMAN SIGNIFY
AFFECTION BUT NOT
SOULFULNESS**

**THE WIDE-OPEN
EYE REFERS TO
RASHNESS, THE
PARTIALLY CLOSED
EYE TO CAUTION**

of the nose in combination with other memorizing signs refer to what might be described as photographic memory, for their possessors can glance casually over literature and retain accurately and in detail that which they have read, and consequently, in a brief time they acquire much superficial knowledge. Memory of this impressionable type is not lasting. Students who stand high in their classes occasionally possess this variety of memory.

Wide-open eyes exhibit lack of deep reasoning capacity, for a person cannot think profoundly with his eyes extra wide open any more than he can fight with his hands wide open. Reasoning is mental contention, just as fighting is physical contention. In deep thought, muscular contraction, that is, partial closing of the eyelids, accompanies mental intensity. People with wide-open eyes when excited look dangerous, and in fact they are so, since they act upon impulse without the slightest appreciation of consequences. They act first and think afterwards.

**AN EXPERIMENT IN
EYE EXPRESSION**

A flighty, unbalanced character is inferred if the eyes when normally open, display white entirely surrounding the irises, and especially is this the case if the choleric temperament prevails. If the temperament is phlegmatic, such eyes simply betoken lack of thought, of energy, and of concentration of mind, for those who possess this disposition to a marked degree are too lethargic to exert themselves under ordinary circumstances. The student can grasp the meaning of large eyes by opening his own wide before a mirror, when deep thought and concentration of mind immediately depart, for, as previously stated, it is all but impossible for one to think seriously with the eyes extra wide open, and this experiment can be tried and proved. It will be noticed that people with large eyes have the appearance of being continually astonished, and their characters correspond with their looks. People frequently close their eyes to enable them to think deeply.

The significance of large, wide-open eyes is illustrated in animal life; thus lap-dogs, which have such eyes, are ornamental but they are not useful and they are not easily trained. The giraffe, deer, rabbit, cat, owl, and fish have wide-open eyes, but none of them can be readily trained. Protrusion may refer to a diseased condition of the eyes, under which circumstances their appearance is abnormal and character is not referred to.

To epitomize, the following characteristics and abilities pertain to people with large (wide-open) or protruding eyes, unless indications are modified by temperament:

Favorable	Unfavorable
Retentive memory.	Impractical.
Love of music.	Undemonstrative.
Capacity to imitate.	Lacking in initiative.
Aptitude for details.	Lacking in concentration.
Educative capacity.	Lacking in originality.
Receptively-affectionate	Rash (if choleric).
	Absent-minded.

**FAVORABLE AND
UNFAVORABLE
ABILITIES PERTAIN-
ING TO LARGE OR
PROTRUDING EYES**

(1-b) *Small*: Small eyes denote deep thought; they embrace a more limited field of vision than do those of the large variety, and the mind consequently being less disturbed by external impressions occupies itself with reasoning and with original conceptions. Small eyes see less but comprehend more; they are concentrative and stand for precise and decisive views, for analysis, synthesis, perception, comparison, caution and sound judgment, but they are contrary to memory. If the eyes are exceedingly small, that is, normally nearly closed; they signify shrewdness, secrecy, suspicion, trickery, and deception, and their possessors are likely to be artful, calculating, grasping and ready to take advantage the moment the opportunity occurs. Small, piercing eyes, commonly called "gimlet eyes" evidence temper, spitefulness, vindictiveness, pugnacity and similar traits, and especially is this the case when they are associated with the choleric temperament.

**SMALL EYES REFER
TO REASON AND
ORIGINALITY: THEY
SEE LESS BUT
COMPREHEND MORE**

**SMALL IRISES REFER
TO AN UNCOMPRO-
MISING DISPOSITION**

Small irises accompany a watchful, deceitful, cunning, calculating, uncompromising disposition. If the irises are large, opposite traits are indicated. Eyes which are not only small but deeply sunken may indicate defective vision. Sunken eyes likewise are not unusual with the aged. These conditions, however, are distinguishable by comparison with normally sunken eyes.

**EYES ORDINARILY
TWO-THIRDS CLOSED
PREDICATE
CONCENTRATION**

Eyes, the lids of which are ordinarily two-thirds closed, predicate deep thought, curiosity, scepticism, suspicion, shrewdness, or deception. If the reader will close his lids about two-thirds, he will notice that he is able to think more profoundly, and this is because the outer world is somewhat excluded from the mind and also for the reason that concentration of thought accompanies contraction of the facial muscles. By experimenting one will notice that by lowering the upper lids and throwing the features into harmonious contour, one can intentionally assume, feel and display any of the traits above mentioned. Partly closed lids in combination with the phlegmatic temperament show laziness or stupidity. Small and partly closed eyes are more usual with the masculine than the feminine sex.

**TERMS APPLYING TO
SMALL EYES WHICH
ARE NORMALLY
PARTLY CLOSED**

The following terms apply to small eyes which are normally partly closed:

Favorable		Unfavorable
Keen.	Selfish.	Prying.
Shrewd.	Grasping.	Suspicious.
Thoughtful.	Penurious.	Jealous.
Calculating.	Exacting.	Spiteful.
Independent.	Quarrelsome.	Relentless.
Forceful.	Aggressive.	Vindictive.
Reasoning.	Sceptical.	Deceitful.
Cautious.	Inquisitive.	Secretive.
Observing.	Artful.	

The favorable traits above listed are indicated when the temperaments are balanced, the unfavorable when the choleric temperament is paramount. Observe the contrast between the traits which pertain to large and small eyes.

(1-c) *Medium Sized Eyes*: While eyes which are either large or small typify marked traits, those of medium size are the most generally desirable, for they denote a fair memory, good reasoning power and common sense.

**MEDIUM SIZED
EYES DENOTE
COMMON SENSE**

(2) *Shape*: Eyes are (a) round, (b) straight, and (c) oblique; these distinctions, however, have not actually to do with the eyes but with the size, shape and slant of the openings of the lids.

**THE SHAPE
OF THE EYE**

(2-a) *Round Eyes*: This term applies to eyes in which the lids are extra wide open, so that the entire iris and a large portion of the white shows, giving them a conspicuous globular appearance. The significance of this variety will be found above under the heading "Large Eyes."

(2-b) *Straight Eyes*: When the openings of the lids are horizontal, a practical, sensible character devoid of extremes is shown.

(2-c) *Oblique Eyes (the Oriental)*: Eyes which are almond-shaped and slant upwards and outwards from the nose at an oblique angle refer to memory and capacity for details.

**OBLIQUE EYES—
"ORIENTAL" AND
"OCCIDENTAL"**

Eyes which are oblique in the opposite direction to that of the Oriental, so that they slant outward and downward from the root of the nose, like those of the eagle, might be described as "Occidental"; they suggest keen insight, self-esteem, shrewdness, executive capacity, deep thought, concentration of mind and pessimism. This variety predicates high mentality and much intelligence. (Plate 12.)

(3) *Distance Apart*: Breadth between the eyes is usually accompanied by breadth of brain, and therefore implies sound judgment and a reasonable, cautious,

**THE SPACE
BETWEEN THE
EYES IS SIGNIFICANT**

practical character; and if memorizing signs are not conspicuous, it indicates originality and constructive ability (Plates 17 and 20). When the space between the eyes is contracted, even if the forehead is wide, the character is liable to be poorly balanced, excitable, underhanded and treacherous (Plate 13). If the head is narrow, the eyes are necessarily fairly close together, under which conditions traits which apply to narrow brains are indicated. Objectionable terms as above listed are not then applicable unless the eyes are extremely close together.

The eyes of those who are cross-eyed are *usually* close together, their foreheads are *usually* contracted and the choleric temperament ordinarily prevails, under which circumstances poor reasoning power and a high temper results.

(4) *Color*: The color of the eyes is hereditary; if both parents are of dark complexion, the eyes of their children are likely to be dark; if both are blonds, they are usually light; while if one parent is a blond and the other a brunet, they will be of an intermediate hue, or those of different offspring will vary, some being dark and others light. If the eyes of children are light when both parents have dark eyes, it can be inferred that ancestors, possibly more or less remote, possessed light eyes, and the converse is equally true in case the children of light-eyed parents possess dark eyes.

The white of the eye is china white with blonds, but frequently bluish-white with brunets. Light eyes as well as all medium blond signs indicate originality, executive capacity and initiative, and also poor memorizing power, indifferent judgment of colors, a preference for neutral tints and lack of sensitiveness for flavors, while from dark eyes can be inferred memory, love of music, capacity for details, love of luxury and of food, a keen sense of flavors, appreciation of brilliant colors, placidity of disposition, passive or receptive

THE COLOR OF THE EYES IS HEREDITARY

TRAITS ACCOM- PANYING LIGHT AND DARK EYES

affection, deficient originality, and lack of initiative.

A large percentage of men of renown, musicians, artists, and poets excepted, have possessed light eyes, and the reason for this is easy to understand. Light-eyed men and women, wherever found, have inherited a strong admixture of Northern blood, and as Northern races of the temperate zone are and always have been forceful, initiative, practical, energetic, pugnacious and grasping, their descendants are shrewd, for they have fought their way to success in the sciences, in commerce, and in many directions. Brunet complexions and dark eyes, on the other hand, wherever found, presuppose Southern ancestry, although it may be remote, and Southerners are, by heredity, musical, idealistic, poetic, serious and religious.

(4-a) Black eyes, or rather dark brown eyes, for absolutely black eyes among human beings do not exist, bespeak memorizing ability, receptive affection, and love of music and poetry, but they are deficient in originality and creative power. The keen, sparkling "black" eye is as aggressive among eyes as the Roman nose is among noses; its glance is so penetrating that it might almost be likened to the thrust of a sword-blade. The "villain in the play" is represented with a swarthy complexion, piercing black eyes, heavy, coarse eyebrows and coal black hair. Brilliant black eyes are especially beautiful in women, but when they are dull and devoid of lustre they imply lack of energy, and the phlegmatic temperament.

(4-b) Brown eyes of a medium shade are similar to the black in significance, but less intense. They suggest an evenly balanced character, and while they are not so striking or attractive as the dark brown and black varieties, they are more generally favorable. Eyes of extreme coloring, like features which are extreme in outline, indicate marked traits, while eyes of neutral tints denote general capacity but not decisive ability.

**LIGHT-EYED MEN
MORE FORCEFUL
THAN DARK-EYED**

**THE BLACK EYE
INDICATES MEMORY
AND MUSIC**

**MEDIUM BROWN EYES
SUGGEST AN EVEN
BALANCE IN
CHARACTER**

**BLUE EYES REFER
TO ORIGINALITY**

(4-c) Blue eyes are original, energetic, and practical but they are not so musical or poetic as the dark variety; they evidence a selective or poor memory and also concentration of purpose, energy, reasoning capacity, shrewdness and sound judgment. Blue and black eyes are antagonistic between members of the same sex but are attractive to the opposite sex. Thus, a black-eyed woman is the natural affinity of a blue-eyed man, and vice versa.

**PALE BLUE EYES
LESS FORCEFUL
THAN THOSE OF
AVERAGE DEPTH
OF COLOR**

Among blue eyes there are the light and the dark, the brilliant and the dull. Medium light blue eyes refer to blond traits while the dark blue are frequently associated with the semi-brunet complexion. Pale blue eyes are not so forceful as those of average depth of color, just as people of extremely light complexion are not ordinarily as capable as medium blonds.

In rifle practice an expert stated that he could select in advance the successful competitors by observing the color of their eyes, as prizes were usually won by blue-eyed contestants. This is accounted for by the fact that black and dark brown eyes are less concentrative and are frequently near-sighted. Marksmanship, however, depends upon various physical as well as mental abilities, in addition to keen eyesight, such as quick movement of the arm in taking aim and pulling the trigger, and hence upon supple muscles, coördination of muscular action and upon practice. It has been noted that blue eyes are rarely affected with color-blindness.

**TRAITS OF ODD
COLORED EYES**

(4-d) Grey eyes are unusual; they lack the depth and warmth of the black and the sympathy of the blue. People who possess this variety are inclined to be calculating, systematic, and matter-of-fact.

(4-e) Hazel (reddish-brown) eyes, which are associated with red, sandy or auburn hair, signify an energetic, impulsive and forceful character and the choleric temperament.

(4-f) Green eyes are deceitful and treacherous, but are highly intelligent and presage talent. They refer to energy and temper; they are suggestive of cat's eyes and are frequently accompanied by feline traits.

(4-g) *Mixed*: When more than one color is observable in the irises, a changeable nature may be inferred. Eyes which are of varied tints denote mixed traits, according to the shades which they contain. One of the most peculiar combinations which the author has met with was a woman who had one clear blue and one dark brown eye. In this case both blond and brunet traits were represented. He has seen mulattoes with blue eyes but this combination is extremely rare. The "blue" eye of a negro, however, is not, accurately speaking, blue, but of a dull watery, undecided, bluish color. A blue-eyed negro possesses certain blond traits and is relatively a blond among negroes. Brunets with blue eyes and blonds with black or brown eyes are highly intelligent, are most attractive, and possess a mixture of blond and brunet traits.

An acquaintance of the author has eyes whose irises are yellowish with narrow bluish outer rims, the ground of the irises harmonizing with the hair which is yellow. Various animals have tawny (brownish-yellow) eyes, but this color with human beings is unusual. It indicates temper. Brown eyes with narrow bluish outer rims, and eyes with spots of color contrasting with the ground shade of the irises, are occasionally to be seen, and in such cases blond and brunet traits are mixed. Mottled irises refer to a changeable temperament.

(5) *Brilliance*:

(5-a) Lustrous, scintillating eyes are more usual with women than men, and are fascinating in the female sex. When the brilliance of the eyes is conspicuous, the Memo-Mental temperament is exhibited, but originality, concentration, and independent reasoning capacity are not displayed. Such eyes betoken a nervous,

**MIXED COLORS IN
THE EYE DENOTE
A CHANGEABLE
NATURE**

**BRUNETS WITH BLUE
EYES AND BLONDS
WITH BROWN EYES
POSSESS HIGH
INTELLIGENCE**

**BRILLIANCE OF
THE EYE**

**BRIGHT EYES REFER
TO HEALTH, DULL
EYES TO ILLNESS**

**EYES WHICH LOOK
ASKANCE INDICATE
SUSPICION**

excitable disposition and especially is this the case if they are constantly in motion. Expression is enhanced by brilliancy of the eyes, and laughter and excitement add to their lustre.*

(5-b) Lustreless eyes of whatever color evidence the phlegmatic temperament, and if they are heavy in appearance, a serious and inactive mind. In health, the eyes are bright, in illness they are dull, while in death color is almost extinguished.

(6) *Movement*: Slow-moving eyes accompany the phlegmatic temperament and denote caution, lethargy or stupidity, while those which vibrate quickly proclaim an energetic, nervous, choleric temperament, and likewise lack of concentration. Steady, firm-set eyes which do not wander but look one squarely in the face show wilfulness and decision of character. Turning the eyes sideways without moving the head, or what is known as looking askance, implies suspicion, timidity or vindictiveness. This habit is not uncommon with the insane, and also with criminals, who are the most suspicious of men. One should be on guard against people who have this habit, and bear in mind that those who are over-suspicious of their fellow men are liable to be untrustworthy themselves. With children, looking askance denotes timidity, a silent, cautious disposition, or undeveloped mentality. Downcast eyes suggest humility, modesty, affectation, or embarrassment.

There are optimistic, normal and pessimistic eyes, which is decided according as the slant of the lids is upward, horizontal or downward.

(7) *Vision*: People with clear normal sight and whose hearing is unimpaired are inclined to be practical and have memo-reasoning brains, while the near-sighted if they have memorizing capacity possess superior aural memories, for as they see less they center their minds

*Brilliance of the eyes depends upon the lubrication of their surfaces with lachrymal fluid, of which tears are composed. Sudden excitement caused by deep sorrow or great joy increases the secretion.

upon that which they hear. Memory with the deaf is mainly ocular as their ears are non-receptive.

(8) *Expression:* Eyes in themselves apart from their surroundings, such as the eyebrows, lids and lashes, have little more significance than glass eyes of similar lustre, size and color. It is the movement of the eyes, lids and brows in combination with that of other features which produces the many expressions which are decipherable to the character analyst.

**EYES IN THEMSELVES ARE
EXPRESSIONLESS**

EYELIDS

Referring to the eyelids the following details are to be considered:

- (1) Position. (3) Discoloration.
- (2) Protrusion.

**DETAILS TO BE
NOTED REGARDING
THE EYELIDS**

(1) *Position:* If the upper lids, when normally open, cover the entire upper half of the eyes, while the lower lids remain distended, the indications are toward placidity, lassitude, pessimism, despondency, and at times stupidity; while if both lids are normally partially closed so that the pupils are scarcely observable, caution, suspicion, severity or deep thought may be presumed.

(2) *Protrusion:* Protrusion or puffiness of the upper eyelids is a sign of a superior memory, while fullness of the lower eyelids is said to show weak or diseased kidneys.

(3) *Discoloration:* A muddy discoloration of the eyelids, which is usual in deep brunets and occasionally present in blonds, is more common with women than men. It is considered a sign of beauty in the female sex, but when excessive it is disfiguring. It increases with age and is a concomitant of memory and all brunet traits. It frequently accompanies a delicate constitution.

EYEBROWS

Eyebrows give protection to the eyes, from above, against dust and lend expression to the features, and may be studied under the following headings:

**EYEBROWS AND
THEIR CHARACTERISTICS**

STUDENT'S COURSE IN CHARACTEROLOGY

- | | |
|-----------------|------------|
| (1) Position. | (3) Size. |
| (a) Meeting. | (a) Thick. |
| (b) Wide apart. | (b) Thin. |
| (c) High. | (4) Color. |
| (d) Low. | (a) Light. |
| (2) Shape. | (b) Dark. |
| (a) Arched. | |
| (b) Straight. | |
| (c) Oblique. | |
| (d) Irregular. | |

**THE POSITION OF
THE EYEBROWS
IS SIGNIFICANT**

**HIGH EYEBROWS
DENOTE POOR
JUDGMENT**

**LOW EYEBROWS
INDICATE
WILFULNESS**

(1) *Position*

(1-a) *Meeting*: Eyebrows which coalesce, forming one continuous line across the face, are usually associated with dark eyes and dark complexion, and refer to brunet traits, such as love of music, lassitude, lack of initiative, passive affection and a serious, undemonstrative disposition.

(1-b) *Wide Apart*: A wide space between the eyebrows, like breadth between the eyes, evidences a practical, trustworthy, fair-minded character.

(1-c) *High*: Eyebrows which are located high above the eyes show memorizing power and lack of concentration and are contrary to independent thought or initiative. Those who have this variety are not given to planning but prefer to carry out schemes which are conceived by others. Such eyebrows have a similar significance to and usually accompany eyes which are normally extra wide open, in other words, large, round eyes. High, arched eyebrows refer to a non-investigating, non-concentrative and non-critical mind, and as investigation, concentration and criticism are at the foundation of originality, reason, and, ultimately, of sound judgment, high eyebrows denote poor judgment.

(1-d) *Low*: When the eyebrows are low, overhanging the eyes, wilfulness, force of character and the desire to command may be presumed, and if they are markedly low, severity and occasionally cruelty are displayed.

Such eyebrows ordinarily accompany small, piercing or partially closed eyes and denote temper, worry or a serious, pessimistic, melancholic disposition. Their owners are prone to be overbearing, selfish, aggressive, and easily provoked. Low eyebrows also suggest a cogitative mind. Lowering of the eyebrows accompanies deep thought, so that ultimately the brows of profound thinkers become located low down while those of memorizers remain high up. The difference in significance between high and low eyebrows can readily be ascertained as follows: If when standing before a mirror one lifts the eyebrows high, it will be noticed that all appearance and feeling of firmness and self-confidence cease and serious thoughts depart; while if one frowns, thus lowering the eyebrows, forceful feelings and rational views at once return.

**THE EYEBROWS OF
DEEP THINKERS
ARE USUALLY LOW**

(2) *Shape*

(2-a) *Arched*: Eyebrows which are arched, like wide-open eyes, indicate memory, lack of decision, deficient executive capacity, and absence of initiative and originality. They are ordinarily thin and express refinement, but are contrary to force of character. They are more usual with females than males.

**SHAPE OF THE
EYEBROW**

(2-b) *Straight*: Eyebrows which are straight or but slightly arched are masculine and imply a practical, matter-of-fact and assertive disposition.

(2-c) *Oblique*: Eyebrows which are oblique and point upward and outward from the root of the nose, in harmony with oblique eyes (the Oriental) which slant thus, presage optimism, memory and capacity for details; while those which slant downward and outward, in keeping with eyes which slant thus (the Occidental), show pessimism, severity, acumen, deep thought and keen discrimination. Among Caucasian races the former are more usual with females, the latter with males.

**INDICATIONS OF THE
OBLIQUE EYEBROW**

(2-d) *Irregular*: Eyebrows which are high and arched at the outer sides and make a sudden downward

and inward curve at or near the root of the nose lend a scowling appearance and signify a serious, worrying, unhappy disposition. Such brows are usually separated by deep vertical wrinkles.

(3) *Size*

**THE EYEBROWS
SHOW DECISION
OR ITS LACK**

(3-a) Thick, bushy eyebrows are of coarse texture and bespeak masculine traits, as well as a severe, uncompromising nature and conceit.

Brows are prone to become thick and bushy as one grows older, and this gives to the countenance a venerable expression and develops a forceful appearance. Men of decided character usually have heavy eyebrows.

(3-b) Thin, delicately penciled brows betoken the Memo-Mental temperament, gentleness and refinement. They are usual with the female sex and are contrary to aggressiveness, individuality and force of character.

(4) *Color*

**THE COLOR
OF THE EYEBROW
IS SIGNIFICANT**

The color of the eyebrows usually corresponds with that of the hair of the head, but as years advance the latter frequently becomes gray or white while the brows retain their normal shade.

(4-a) Light-colored eyebrows refer to traits which accompany the blond complexion.

(4-b) Dark eyebrows suggest traits which harmonize with the brunet complexion.

EYELASHES

THE EYELASHES

Eyelashes are long, short, fine or coarse. Those which are long and cast a shadow over the eyes are considered beautiful. Long lashes are feminine, short ones are masculine, and this is so for the reason that females more frequently than males have large, wide-open eyes which require the extra protection against dust which long lashes afford. Eyelashes have little physiognomical significance, although pathologically they are of interest. Tuberculous patients frequently have large, lustrous eyes, long black eyelashes, and much discoloration around the eyes.

WILLIAM PITT, THE YOUNGER
PRIME MINISTER—1759-1806



(ANTERIOR VIEW)

Conspicuous Features

1. Massive, projecting and thin aquiline nose.
2. Small eyes.
3. Broad head.
4. Low perceptives.

History

William Pitt was born in 1759 and died in 1806. He became parliamentary leader and an able minister of the crown. He was unostentatious and attractive. He did



(LATERAL VIEW)

not appreciate the value of money, and was hopelessly involved financially at the time of his death. The nation paid his debts.

Character from Mask

His large but narrow and projecting aquiline nose, combined with a broad mouth, betokens an excellent memory and aggressive loquaciousness. His features otherwise are not remarkable. He was a versatile and forceful orator. His small eyes indicate cogitative ability.

HENRY, LORD BROUGHAM AND VAUX
CHANCELLOR—1778-1868



(ANTERIOR VIEW)

Conspicuous Features

1. Prominent perceptives.
2. Drooping eyes.
3. Greco-Roman-Retrroussé nose.
4. Receding forehead.
5. Eyes close together.
6. Long upper lip.

History

Lord Brougham (1778-1868) was a barrister born in Edinburgh. Entering Parliament in 1810, he became a powerful orator and spoke in defense of Queen Caroline. He was created a peer and as chancellor assisted in



(LATERAL VIEW)

carrying the Reform Bill. It is said that he was arrogant and unpopular with his parliamentary colleagues. He wrote on miscellaneous subjects. His death occurred at Cannes.

Character from Mask

His sloping eyes, the drooping sides of his mouth, and the wilfulness evident in every feature bespeak assurance and self-esteem. Taken collectively, his features indicate versatility. His prominent perceptives and long upper lip give him decision and aggressiveness; while the narrow space between the eyes refers to temper, which trait in combination with abundant conceit would account for his unpopularity.

CHARLES JAMES FOX
DISTINGUISHED CABINET MINISTER—1749–1806



(ANTERIOR VIEW)

Conspicuous Features

1. Strong profile.
2. Roman nose.
3. Short upper lip.
4. Strong perceptive.

History

Fox was born in 1749 and died in 1806. He was a distinguished cabinet minister, renowned for his oratorical ability. He sided with the colonists in his debates at the time of the American Revolution, and was consequently heartily disliked by George III. He was a rival



(LATERAL VIEW)

and opponent of Pitt, the Prime Minister, before the death of whom he became Secretary of State for Foreign Affairs. He was buried in Westminster Abbey.

Character from Mask

A powerful face; the nearness of the eyes signifies a violent temper, and this sign, taken together with his strong Roman nose and projecting lower jaw, implies extreme aggressiveness and contempt for the views of others. His prominent perceptive give him force and independent opinions. His broad lower face evidences the vital temperament and a strong will.

TEST QUESTIONS ON LESSON V

(Before undertaking Lesson VI, be sure you can answer, satisfactorily to yourself, the following Test Questions on Lesson V.)

1. *Name the four principal varieties of foreheads.*
2. *What qualities pertain to the high forehead?*
3. *When is the forehead of average height favorable to intellectuality? Is the low forehead favorable or unfavorable?*
4. *What does a broad forehead denote? Name some contrasting qualities of the broad and the narrow forehead.*
5. *What kind of dispositions are indicated by smooth foreheads? By uneven?*
6. *How many types of protruding foreheads are there?*
7. *What favorable signs has the receding forehead? What is evidenced by the concave forehead?*
8. *State wherein the eyes are an important feature for the observation of the analyst. What is meant by the "language of the eyes"?*
9. *What peculiar powers do certain eyes possess?*
10. *Name some of the details to be considered regarding the eyes.*
11. *State some noticeable qualities of the large, wide-open eye.*
12. *What does the large, protruding eye indicate?*
13. *Contrast the traits of the wide-open eye and the partially closed eye.*
14. *Name three favorable and three unfavorable abilities pertaining to large protruding eyes.*

TEST QUESTIONS

15. *Do small eyes denote unfavorable traits of character?*

16. *Is the shape of the eye important? What are the two types of "oblique" eyes, and their indications?*

17. *Of what significance is the space between the eyes?*

18. *What traits accompany light colored eyes? Which are more forceful, light eyes or dark eyes?*

19. *What do brown eyes suggest? To what do blue eyes refer?*

20. *Name some traits of gray eyes. Of hazel eyes. Of green eyes. What do variegated colors in the eye denote?*

21. *Give some contrasting traits of lustrous and lustreless eyes.*

22. *What temperaments are evidenced by slow-moving eyes? By those which vibrate quickly? By eyes which look askance?*

23. *What should be observed, referring to the eyelids? What are the four important details regarding the eyebrows?*

24. *Contrast some of the meanings of high and low eyebrows. Is the shape of the eyebrows important? Give the main indication, each, of the arched eyebrow, of the straight, the oblique, the irregular.*

25. *Have the eyelashes characterological significance? What are the four kinds of eyelashes?*

MEMORANDA

CHARACTEROLOGY

AN EXACT SCIENCE

IN FIFTEEN LESSONS

LESSON VI

THE NOSE — TYPES AND MEANINGS

A well-formed nose is ever an ornament to the face.

THE higher types of humanity possess full, well-defined noses, while with the Mongolians and Ethiopians this feature is flat and undeveloped. If one wishes to satisfy himself as to the importance of a well-formed nose, he need only elevate the tip of his own or flatten it against his face or compress the nostrils while facing a mirror, and there will be revealed a countenance that he will not care to perpetuate.

The typical European or American nose is not quite one-fourth the length of the face while the Asiatic and Ethiopian varieties are about one-fifth of its length. The nose in exceptional cases continues to grow throughout life, but this is seldom apparent except in those who normally possess large noses. By comparing photographs taken years apart, in selected cases, growth of this organ after maturity may be observed.*

TYPES OF NOSES

Viewed *laterally* (in profile) there are eight types of noses, five of which are Elementary and three Compound, and each of these is divided into five varieties:

*It is natural, as large features accompany conspicuous traits of character and as such traits increase in strength as years advance, that the features which refer to them should continue to grow. The one in fact necessitates the other as features and character alter concurrently.

THE IMPORTANCE OF A WELL-FORMED NOSE

TYPES OF NOSES

**PROFILE VIEWS OF
TYPICAL NOSES
—ELEMENTARY**

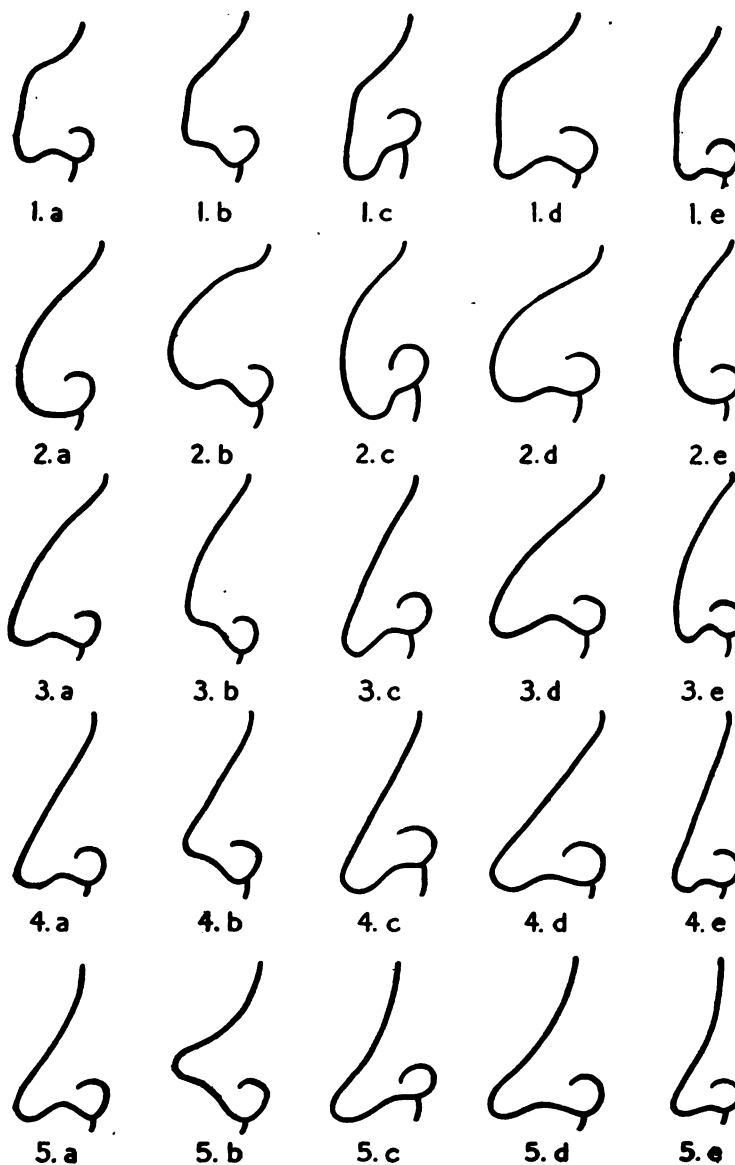


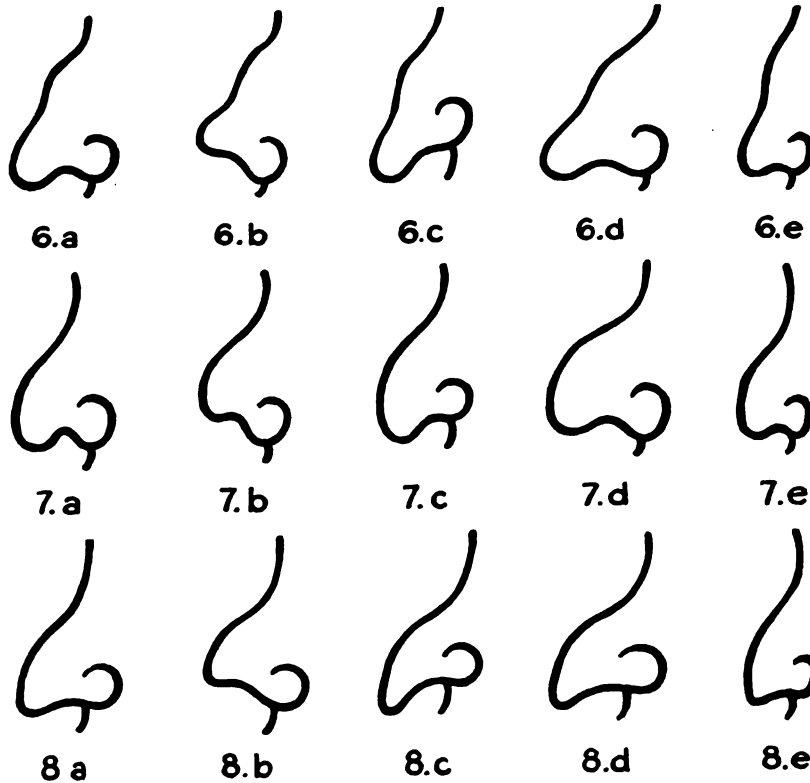
CHART H
TYPES OF NOSES (*Elementary*)

Elementary Noses

- | | |
|---------------|----------------|
| (1) Roman. | (4) Grecian. |
| (2) Semitic. | (5) Retroussé. |
| (3) Aquiline. | |

Compound Noses

- | | |
|-------------------------|------------------------|
| (6) Greco-Roman. | (7) Retroussé-Semitic. |
| (8) Retroussé-Aquiline. | |



PROFILE VIEWS OF
TYPICAL NOSES
—COMPOUND

CHART I

TYPES OF NOSES (*Compound*)

The above simple and compound types of noses are sub-divided into:

- (a) Normal (average proportions).
- (b) Optimistic (short from root to tip).
- (c) Pessimistic (long from root to tip).
- (d) Inquisitive (projecting from face).
- (e) Economic (crushed to face).

SUB-DIVISIONS OF
TYPES OF NOSES
BY CONSPICUOUS
TRAITS

STUDENT'S COURSE IN CHARACTEROLOGY

TYPES OF NOSES
VIEWED ANTERIORLY

With each type the *normal* nose (a) is a composite of its four sub-varieties (b, c, d, e).*

Viewed *anteriorly*, there are three types of noses, namely:

- (9) Cogitative (broad throughout, blunt at the tip).
- (10) Caucasian (narrow throughout, pointed at tip).
- (11) Ethiopian (generally broad and flat).

The titles which distinguish the different *profile types* of both elementary and compound noses, namely, *normal*, *optimistic*, *pessimistic*, *inquisitive* and *economic*, are given in order to indicate certain conspicuous traits which accompany them. Thus, the *normal* refers to traits which pertain to noses of the various types when they possess average proportions; the *optimistic* denotes an element of optimism in the character and this type also refers to humor; the *pessimistic*, as the name implies, suggests pessimistic or melancholic tendencies and lack of humor; the *inquisitive* variety might aptly be termed the literary nose for it presupposes an inquiring mind and hence a keen desire to acquire knowledge—it is usual with students who have absorbent minds; and finally, the *economic* signifies closeness, silence and economy.

TRAITS OF THE
COMPOUND NOSE
ARE BLENDED

The traits which pertain to *compound noses* (the Greco-Roman, Retroussé-Semitic, or Retroussé-Aquiline) are suggested by their names, for each implies a blend of those that belong to the simple varieties which make up the combination; the traits of the one modifying the other. Thus a compound nose of the Greco-Roman class would not show so high a degree of refinement as a simple Greek, nor so forceful a disposition as a pure Roman, and again a Retroussé-Semitic is stronger than a Retroussé in its significations but not so aggressive as a pure Semitic.

*The thirty-two sub-varieties of noses (lettered b, c, d, and e) above illustrated have not been listed or classified by former writers. There has heretofore been no way to designate or describe them scientifically.

(1) *Roman*: The Roman nose is convex in profile and is characterized by extra prominence of the bridge (Plate 8). This variety is considered aristocratic, and in a sense this is true for it is usual in the upper social circles. It pertains to people whose ancestors have occupied dominating positions in life and who are therefore by heredity themselves of a dominating temperament.

THE ROMAN
NOSE SIGNIFIES
AN ASSERTIVE
DOMINATING
DISPOSITION

When the Roman nose is not only strongly arched but is large and broad, it signifies an extra assertive disposition (Plate 23). Men with Roman noses are dictatorial and fond of contention; in war they do not wish to follow but to command and they go into war with the intention of becoming commanders at the earliest possible moment. Subservience and obedience or accepting advice from others is not to their liking (Plate 22).

An arched nose of any variety is a masculine sign and is usually accompanied by a commanding voice, while a concave nose is a feminine indication and is associated with a voice which is neither forceful nor aggressive. Men who occupy positions of authority usually have noses which are somewhat arched, while the majority of those who take directions from superiors have straight or concave noses.

Individuals who possess arched noses are more commanding in words than in deeds, as their great strength usually lies in their forceful voices and ungovernable tempers, owing to which they are adept in compelling obedience. Ordinarily, however, they are not physically aggressive. But few noted pugilists have had noses stronger than the Greco-Roman in outline.

A man with a pronounced Roman nose must accomplish his endeavors quickly for he is lacking in patience, and when steady, persevering effort is requisite for accomplishment and numerous details are to be considered, success with him is doubtful. He is given to worrying and to the display of excessive energy and

IMPATIENCE A TRAIT
OF THE ROMAN NOSE

THE ROMAN NOSE
UNUSUAL WITH
DEEP REASONERS

he thus exhausts himself physically and mentally. It is thus shown that energy is frequently in inverse ratio to perseverance.

As the Roman nose expresses energy, force and deficient patience, it is not usual with profound reasoners, original thinkers, or inventors, for *deep thought and invention require great patience and untiring effort*. There have, however, been exceptions to this rule and especially among musicians, for the composition and execution of music of a grand and classic quality require not only reason but commanding force, to which this type of nose refers (Plate 19).

A ROMAN NOSE
WITH A PROJECTING
CHIN SIGNIFIES
AGGRESSION BAL-
ANCED BY
DISCRETION

The significance of a Roman nose and a projecting chin is antithetical. The former is masculine, the latter feminine. The former represents force and attack, the latter caution, obstinacy and defense. When these features are present in the same individual, aggression and discretion balance, neither trait being evident to the extent that is usual when the one feature is strong and the other weak (Plate 15).

A slight arch to the nose is desirable, for without it character is likely to be pusillanimous; in fact, the smallest imaginable rise in the bridge of the nose, even the sixteenth of an inch, adds distinction and assertiveness to the personality.

THE "ECONOMIC"
AND THE
"INQUISITIVE"
TYPES OF
THE ROMAN NOSE

The Roman nose may be large or small, broad or narrow, long or short, projecting or crushed. A large Roman nose is more assertive than a small one, a broad one displays greater strength of character than one which is narrow, and a long Roman is more forceful than a short one. The *economic* or crushed Roman nose implies stubbornness more than aggressiveness, which latter trait is typical of the *normal* Roman nose; while the *inquisitive* Roman, which projects well out from the face is associated with an inquiring mind. The latter type is also *acquisitive*.

When the tip of the Roman nose extends well down-

ward over the upper lip, as shown in the *pessimistic* variety, it refers to secretiveness, severity of opinions, firmness, distrust, critical views, and to a serious, melancholic disposition (Plate 19).*

If the Roman nose and the choleric temperament are simultaneously present, extreme wilfulness, excitability, impatience and aggressiveness are observable. Keen motorists, lovers of horses, and sportsmen of both sexes frequently have arched noses, for this variety suggests the love of forceful accomplishment and of subduing which applies to such tastes.

The following traits of character are indicated by the Roman nose. The unfavorable list seldom applies unless the choleric temperament prevails.

Favorable	Unfavorable	
Resolute.	Aggressive.	Undiplomatic.
Firm.	Pugnacious.	Tactless.
Independent.	Quarrelsome.	Inconsiderate.
Forceful.	Tyrannical.	Suspicious.
Energetic.	Egotistical.	Inquisitive.
Courageous.	Envious.	Acquisitive.
Intrepid.	Selfish.	Grasping.
Emphatic.	Erratic.	Austere.
Commanding.	Impatient.	Severe.
Positive.	Excitable.	
Assertive.		

**THE ARCHED
OR ROMAN NOSE
IS COMMON TO
SPORTSMEN**

**TRAITS FAVORABLE
AND UNFAVORABLE
INDICATED BY THE
ROMAN NOSE**

When the phlegmatic temperament, which has a depressing effect upon the character, is present, the unfavorable traits mentioned above as pertaining to the Roman nose will be modified if not absent, and the character will be *serious and sedate*.

Certain traits which are inferred from the Roman nose are equally applicable to the Semitic and Aquiline varieties, as will be observed below.

*The angle or bridge of an arched nose marks the edge or end of the nasal bone and the beginning of the cartilaginous formation, of which the tip consists.

**THE SEMITIC
NOSE IMPLIES
SHREWDNESS
AND INSIGHT**

**THE SEMITIC NOSE
IS COMMON TO
EASTERN RACES**

Compare the foregoing list of traits with those pertaining to the Retroussé nose, which is antithetical to the Roman in significance.

(2) *Semitic*: This is a convex nose with a gradual outward curve which bends over, downward and inward at the point. The typical Semitic nose is large, arched, and broad, and implies shrewdness, insight into character, and a fondness for bargaining. It might aptly be termed the "commercial nose." If an arched nose is pointed and does not turn over and inward at the tip, it is not of the Semitic but of the Aquiline type. If the arch of the nose is angular instead of rounded it is Roman.

The Semitic nose signifies a wilful, assertive disposition, and refers to strong money-making proclivities. One which is not broad in addition to its characteristic profile is somewhat lacking in the super-forceful traits which usually pertain to it. The Semitic nose is not confined to the Hebrews but is found among the Assyrians, Phoenicians, Arabians and other Eastern races. An *optimistic* Semitic, which is shorter from root to tip than from root to base, proclaims humor, assurance, sarcasm, and obstinacy. A person with this variety is clever and well able to compete with his fellow men. The *pessimistic* Semitic, which is long from root to tip and projects in a downward curve over the upper lip, is indicative of a melancholic taciturn, selfish, overbearing character. Temperament greatly affects the indications of the Semitic nose, the choleric intensifying and the phlegmatic modifying their strength.

The following traits are associated with the Semitic nose, applicability in individual cases depending upon its size and proportions and also upon temperament:

Favorable		Unfavorable	TRAITS ASSOCIATED WITH THE SEMITIC NOSE
Commercial.	Diplomatic.	Avaricious.	
Astute.	Suave.	Assertive.	
Thoughtful.	Observing.	Aggressive.	
Calculating.	Intuitive.	Grasping.	
Clever.	Ambitious.	Selfish.	
Clear-headed.	Acquisitive.	Stubborn.	
Provident.	Affectionate.	Overbearing.	
Thrifty.			

(3) *Aquiline*: The Aquiline nose is arched, so that from root to tip it exhibits a gradual and continuous outward curve. This variety is different from the Semitic as it has finer lines, is pointed, and does not turn over and inward at the tip; it also varies from the Roman in that with the latter the arch is pronounced and angular at the bridge (Plates 3 and 11). The Aquiline nose if large and forceful denotes many of the traits which belong to the Roman and Semitic varieties but it is usually more refined and less aggressive. The unfavorable terms which apply to the Roman and Semitic varieties do not so frequently pertain to this type. The strength of an Aquiline nose, if long or broad, is increased, if short or narrow, decreased. This type of nose is usual in the upper strata of society.*

The following traits are suggested by an Aquiline nose of average and refined proportions:

Aristocratic.	Alert.	Assertive.	TRAITS OF THE AQUILINE NOSE
Resolute.	Acquisitive.	Commanding.	
Vigilant.	Energetic.		

Temperament materially influences the indications of the Aquiline nose, its force being enhanced by the choleric and reduced by the phlegmatic temperament.*

*An arched nose of any type is masculine, and is usually associated with a receding forehead or a receding chin, which are also masculine signs, while a concave nose, which is feminine, combines harmoniously with a high, vertical forehead and a prominent chin, which are likewise feminine indications.

STUDENT'S COURSE IN CHARACTEROLOGY

THE GRECIAN NOSE
IS NON-AGGRESSIVE
IN SIGNIFICANCE
AND EVIDENCES
AVERAGE FORCE

TRAITS TO BE
INFERRED FROM
THE NORMAL
GRECIAN NOSE

In combination with the choleric temperament many of the objectionable traits which pertain to the Roman nose likewise belong to it.

(4) *Grecian*: The Grecian nose as depicted in ancient art is straight in profile, the slant of the forehead being continuous in the same direction, and furthermore, there is but slight depression or concavity at its root, but this combination is seldom found in modern life.

The Grecian nose suggests artistic taste and love of ease and repose; it is non-aggressive and accompanies an even, harmonious, well balanced character. If it is long or broad, its significance is somewhat forceful; if short or narrow, it is less so. When the Grecian nose is broad and round at the tip it is a Cogitative-Grecian nose. When it is thin and pointed, it is a Caucasian-Grecian nose. The base of the normal Grecian nose when the head is held erect should be horizontal. The Grecian nose bespeaks neither strength nor weakness of character but average force; and does not evidence extreme traits of any description. It is typical in a person who is willing to live and let live and who will be courteous at all times to all men. Its marked characteristic is beauty, and it is more usual with the female than the male sex.

The following traits of character are inferred from the normal Grecian nose. No unfavorable terms are mentioned as none apply.

Artistic.	Calm.	Peaceable.
Intellectual.	Patient.	Accommodating.
Cultivated.	Courteous.	Dutiful.
Refined.	Good-tempered.	Just.

*The terms "Roman" and "Aquiline" as applied to noses are interchangeable with some writers but the author has distinguished between them for the reason that diversity in character is evident between individuals who possess the one variety or the other. These titles are not satisfactory, but it is difficult to improve upon them without coining terms with which readers would be unfamiliar.

(5) *Retroussé*: This variety is concave in outline, curving inward from root to tip and usually turned up somewhat at the tip; it is not constructively a strong nose, and in keeping with this fact, it does not exhibit aggressive force, but rather timidity, diplomacy, and tact. The possessors of this type of nose are clever, inquiring, mirthful, good natured and obstinate; they gain by winning and persuasive ways, or by patience and perseverance, that which the owners of the Roman acquire by force. When the normal *Retroussé* is thin, narrow, and pointed and the concave outline is not pronounced, it signifies versatility and capriciousness, cultivation and refinement. Extreme concavity of outline is not artistic. When the *Retroussé* is markedly tip-tilted, in other words, shorter from root to tip than from root to base, it is designated an *optimistic* *Retroussé*, and implies humor, good-nature, and stubbornness. When the tip of the *Retroussé* projects well outward from the face, it is of the *inquisitive* variety and betokens an inquiring and studious mind, but if it lies close to the face it is of the *economic* type, and presages closeness and economy. The *Retroussé* is ordinarily associated with a superior memory and consequently seldom with originality or profound thought. There have been philosophers, however, who have possessed this variety.

In matrimony, those who have *Retroussé* noses mate harmoniously with the possessors of the Roman, Semitic, Aquiline or Greco-Roman types, which are antithetical in form and hence in significance. The *Retroussé* is piquant and charming with the female sex, and while men with this variety are versatile and frequently clever, they are neither aggressive, commanding nor forceful. The *Retroussé*, which is a feminine type of nose, is often associated with a high vertical or projecting forehead or a projecting chin, which are also feminine signs, the high forehead referring to memory, conscientiousness, and an absorbing mind, the project-

THE RETROUSSE
NOSE REFERS TO
DIPLOMACY AND
GOOD-NATURE

THE RETROUSSE NOSE
IS ANTITHETICAL TO
ALL ARCHED TYPES

**FAVORABLE AND
UNFAVORABLE
TRAITS OF THE
RETROUSSÉ NOSE**

ing chin to wilfulness, obstinacy, economy, passive or receptive affection, and memory, the prominence of the chin balancing the lack of force suggested by the concave nose.

The following traits are indicated by a *normal* Retroussé nose, when associated with the choleric temperament:

Favorable	Unfavorable	
Humorous.	Inquisitive.	Obstinate.
Vivacious.	Restless.	Timid.
Loquacious.	Frivolous.	Jealous.
Cheerful.	Pert.	Sarcastic.
Sociable.	Impulsive.	
Agreeable.		

When the phlegmatic temperament is present, the Retroussé refers to a serious, non-demonstrative, reserved and non-energetic character.

Compare the foregoing lists with the indications of the Roman, Semitic and Aquiline noses, which are antithetical.

**THE GRECO-ROMAN
IS TYPICAL IN THE
UNITED STATES**

(6) *Greco-Roman*: The Greco-Roman, which is a compound variety, has two prominences, one at the bridge and the other at the point. It might appropriately be called the "American nose," as it is typical in the United States. It presupposes energy and executive capacity, the power to command but the ability to obey, force controlled by caution (Plates 2, 12, 16, and 21).

This type of nose is a combination of the Grecian and the Roman. It starts out in childhood to be Grecian, but later, owing to forceful thinking and consequently forceful breathing, the bridge gradually develops and becomes more pronounced until it takes the form of the Greco-Roman, and if aggressive mentality increases, it occasionally develops into the Roman nose. One who is inclined to be patient and silent and to speak in a gentle voice seldom possesses an arched nose, or if he does

it is narrow or not strongly arched; while an aggressive and forceful speaker and one who has a commanding propensity will develop an arch to the nose in youth which will increase in strength as years advance. Dictatorial speech and accompanying forceful breathing within a brief time has no appreciable effect upon the bridge of the nose, but in the course of years and after millions of forceful breaths have been inhaled and exhaled, its conformation becomes materially strengthened. This is on the principle that a drop of water has but slight effect upon stone, but millions of drops will in time alter the shape of boulders.

Many who have achieved renown in literature, art, music, invention, commerce and the sciences have possessed the Greco-Roman nose, which is stronger than the Grecian and less dogmatic than the Roman.

A nose with an irregular outline, such as the Greco-Roman, is usually accompanied by an uneven forehead; while one with a smooth outline, like the Grecian, is ordinarily found in conjunction with a smooth forehead. If the Greco-Roman is large in all its dimensions, much strength of purpose is displayed and many of the forceful traits which pertain to the Roman, Semitic and Aquiline varieties apply to it. If it is broad and blunt at the tip, it merges into the cogitative variety and is then described as a Cogitative-Greco-Roman, as it bespeaks reason, sound judgment, and the various traits which pertain to the Cogitative and Greco-Roman varieties. *This combination is the most executive among noses.*

The Greco-Roman nose, like the Roman, is a masculine feature; when present in the female sex it expresses marked decision of character. It is becoming when of average size and its irregular outline is not exaggerated, but if large and the bridge and tip are extra prominent, it ceases to be artistic. The normal Greco-Roman is associated with no undesirable traits for with it force

**THE GRECO-ROMAN
NOSE COMMON TO
LITERARY AND
CREATIVE ACHIEVE-
MENT**

**THE COGITATIVE-
GRECO-ROMAN TYPE**

and caution blend. The Roman nose is dogmatic, the Greco-Roman is diplomatic. The most evident characteristic pertaining to the Greco-Roman is conscious strength, but not to the extent of arrogance or imposition.

The following traits are indicated by the normal Greco-Roman nose:

**TRAITS INDICATED
BY THE GRECO-
ROMAN NOSE**

Scientific.	Practical.	Energetic.
Inventive.	Mechanical.	Earnest.
Original.	Executive.	Steadfast.
Investigating.	Self-possessed.	Resourceful.
Critical.	Independent.	Judicious.
Reflective.	Resolute.	Provident.
Skilful.	Forceful.	Industrious.

No unfavorable traits apply to this type of nose.

**THE RETROUSSE'-
SEMITIC NOSE**

(7) *Retroussé-Semitic*: This is a compound type of nose which has not heretofore been classified or given a distinctive name. It symbolizes a blending of the traits which pertain to the Retroussé and the Semitic varieties, and to the display of the one class of traits on one occasion and the other under different circumstances. It is concave or *retroussé* in the upper portion of the profile, and convex or Semitic below, the outline forming a gradual undulation. It is more forceful than the Retroussé and less aggressive than the pure Semitic.

**THE RETROUSSE'-
AQUILINE TYPE**

(8) *Retroussé-Aquiline*: The Retroussé also combines with the Aquiline. This variety denotes a combination of the traits which pertain to the Retroussé and the Aquiline. The outline is the same as the Retroussé-Semitic, except that the tip is pointed instead of round. This type likewise has not heretofore been named or classified.

(9) *Cogitative*: The distinctive characteristics of the Cogitative nose are that it is broad throughout and blunt or round at the tip; its profile outline may be of any type (Plates 6, 10, and 23). It is ordinarily associated with broad features and a substantial physique,

and signifies a cautious, thoughtful, practical, persevering disposition. It is executive, commercial, and systematic and is usual with scientists, financiers and deep thinkers. It implies originality and power of analysis, of synthesis, and of comparison. It is also known as "the philosopher's nose" and is exemplified in Socrates, Darwin and Alfred Russell Wallace. If the profile of the Cogitative is arched, its possessor will be wilful and clever; if it is Greco-Roman, sound judgment and unique ability in diverse directions can be expected; if it is Retroussé, memory and reason will blend. The Cogitative-Greco-Roman is described above under the Greco-Roman type.

The indications of the Cogitative nose unless modified by other features or by temperament, are as follows:

Reasoning.	Synthetical.	Practical.
Logical.	Philosophical.	Systematic.
Thoughtful.	Scientific.	Serious.
Meditative.	Persevering.	Cautious.
Analytical.	Industrious.	Resourceful.

No unfavorable traits apply to this type.

(10) *Caucasian*: This nose, which likewise has not hitherto been classified, is thin and pointed, while its profile may be of any variety; it betokens memory, the capacity to imitate, a serious, non-aggressive disposition, a nervous, sensitive temperament and a delicate constitution; it is contrary to stamina and longevity. It is usual among highly civilized nations and accompanies refinement and cultivation at the expense of animality and power. An arched profile adds to its strength, while the contrary is the case if it is concave. In the former case it would be a Roman-Caucasian, Semitic-Caucasian, Aquiline-Caucasian, or Greco-Roman-Caucasian, in the latter a Retroussé-Caucasian.

(11) *Ethiopian*: This nose is broad, low-lying and flat, and its profile is concave; the openings of the

**THE COGITATIVE
NOSE SIGNIFIES
ORIGINALITY AND
POWER OF ANALYSIS**

**TRAITS COMMON TO
THE COGITATIVE
NOSE**

**THE CAUCASIAN
NOSE IS A HIGHLY
CIVILIZED TYPE AND
SUGGESTS REFINE-
MENT AND
CULTIVATION**

**THE ETHIOPIAN
NOSE REFERS TO
PHYSICAL
QUALIFICATIONS**

nostrils are large and conspicuous, and the indications are principally of a physical nature (Plate 36). It is contrary to energy, assertiveness, individuality and initiative. When its profile is straight or arched, it is not purely of the Ethiopian type, extra strength of character then being shown. This type pertains to natives of the tropics and their descendants throughout the world.

ABNORMAL NOSES

Abnormal noses are suggestive of simple or compound types but are coarse and unrefined in proportions. Noses which owing to accident have been broken, twisted, or crushed, naturally do not refer to character. An experienced analyst can, owing to his knowledge of the significance of classified noses, infer the meanings of any abnormal variety.

MEANINGS OF NOSES BRIEFLY STATED

The following terms express *in a general sense* the meanings of the main types of noses:

**GENERAL TERMS
APPLYING TO THE
MAIN TYPES OF NOSES**

Type	Significance
Roman	Command.
Semitic	Commercialism.
Aquiline	Independence.
Grecian	Refinement.
Retroussé	Pleasantry.
Greco-Roman	Executive capacity.
Retroussé-Semitic	Stubbornness.
Retroussé-Aquiline	Aggressive diplomacy.
Cogitative	Reason.
Caucasian	Memory.
Ethiopian	Domesticity.

The following triple-compound varieties, owing to complexity of composition, cannot be described (in general, even) by single terms. They refer to the traits which pertain to the simple types of noses of

which they are compared.

Cogitative-Greco-Roman.
Caucasian-Greco-Roman.
Cogitative-Retroussé-Semitic.
Caucasian-Retroussé-Semitic.
Cogitative-Retroussé-Aquiline.
Caucasian-Retroussé-Aquiline.

TRIPLE-COMPOUND TYPES OF NOSES

When the terms "Optimistic," "Pessimistic," "Inquisitive," and "Economic," are included, single descriptive terms are quite inadequate.

DETAILS REGARDING THE NOSE

In analyzing noses, various details are to be considered, thus:

DETAILS TO BE CONSIDERED IN ANALYZING NOSES

- | | | |
|-------------|-----------------|----------------|
| (1) Large. | (7) Convex. | (13) Bridge. |
| (2) Small. | (8) Concave. | (14) Tip. |
| (3) Long. | (9) Projecting. | (15) Base. |
| (4) Short. | (10) Flat. | (16) Septum. |
| (5) Broad. | (11) Cleft. | (17) Nostrils. |
| (6) Narrow. | (12) Root. | |

(1) *Large*: A large nose implies energy and force, the strength of these traits depending upon its length, breadth, profile outline and relative proportion to other features and to the face (Plates 9, 10, 11, 13, and 23). However large a nose may be, it does not show great force of character unless it is broad and its profile is somewhat arched. A narrow nose evidences activity of mind, while one which is broad suggests mental power. The choleric temperament emphasizes the forceful traits which pertain to a large nose, while the phlegmatic reduces them.

A LARGE NOSE IMPLIES ENERGY AND FORCE

A nose of any type which is so extraordinarily large that it is inharmonious to other features and to the face may refer to stupidity or weakness of intellect, for while certain faculties would then be conspicuous,

**WHY A LARGE NOSE
IS INDICATIVE OF
STRENGTH AND
ACTIVITY**

others would likely be proportionately deficient, resulting in a poorly balanced mind. Tramps upon the street occasionally have abnormal noses, either as to size or lack of size, and this is also true of criminals and of the insane.

A child with a large nose, especially if the nose is of an arched variety, is precocious. Small men frequently have large, forceful noses, and thus the weakness attendant on a diminutive physique is compensated for by aggressiveness and strength of purpose exhibited by the large size of the nose; for strength of purpose is more potent than physical strength in most contentions in life. Men with large noses prefer wives with small noses, while women with large noses mate harmoniously with men who possess the weaker variety. When husbands and wives both possess large and forceful noses, harmony is doubtful, and if the choleric temperament is mutually present discord is to be anticipated.

A large nose with capacious nostrils furnishes abundant ventilation for the lungs and thus the blood is freely oxygenized and activity of body and brain stimulated; this in turn develops strength of purpose, which manifests itself in aggressiveness and the desire to command. On the other hand, a narrow, concave nose, owing to its contracted proportions, fails to supply sufficient ventilation for the lungs, and in consequence mental as well as physical strength suffers, resulting in a yielding disposition.

**SMALL NOSES
SIGNIFY MILDNESS
OF DISPOSITION**

(2) *Small:* Small noses, unless arched, signify gentleness and acquiescence, although if their possessors are of the choleric temperament they may be dissatisfied and petulant. Small noses are frequently accompanied by prominent chins and broad jaws, which evidence wilfulness and stubbornness, and thus the weakness shown by the diminutive nose is counterbalanced. Men with large heads usually have small noses, and thus the strength implied by extra cranial proportions is

modified. A wiry, small man with a large, commanding nose, owing to initiative and forceful personality, is more than a match for a soft, fleshy giant who possesses a nose of a weak variety.

Two of the most powerfully built men the author remembers to have met, weighing over two hundred and fifty pounds each, had the smallest possible noses, not larger than children ordinarily possess; while a dwarf, of about three feet in height, had a preposterously large nose. The larger the man the smaller the nose, the smaller the man the larger the nose, is usually the case, and this same rule frequently applies to the mouth. Noses increase in strength as they grade from short to long, from narrow to broad, and from concave to convex. A long, broad, convex nose indicates great strength of purpose, while one which is short, narrow and concave suggests an undeveloped character.

The reason that small people usually have relatively large features (noses and mouths) is because owing to their diminutive size from infancy upward they have been super-energetic, and this has caused forceful breathing and forceful talking which has slowly but continually enlarged these features. On the other hand, large, stout people are lethargic by nature (owing to their size), and consequently they exercise less and talk less and therefore breathe less forcefully; such has been their habit from birth upward, and hence their noses and mouths have remained comparatively small. The noses and mouths of infants are invariably small. An energetic man was energetic as an infant. A lethargic man was lethargic in infancy. Force of gravity allows small people to be more energetic than large people. This law is amply illustrated in animal life. Large animals are heavy, powerful and slow. Small animals are not so powerful but are extra active and energetic.

Small noses, pinched nostrils, small mouths and

**WHY SMALL PEOPLE
USUALLY HAVE
LARGE FEATURES
AND LARGE PEOPLE
SMALL FEATURES**

**THE LONG NOSE
LYING CLOSE TO
THE FACE IS A
PESSIMISTIC TYPE**

narrow jaws harmonize with the dispositions of their possessors and are hereditary. They are the result of indoor, sedentary life and physical inactivity on the part of ancestors from whom they inherit; while large, broad, arched noses, large mouths and broad jaws likewise harmonize with the dispositions of their owners and are inherited from forebears who have led an outdoor life and were accustomed to much physical exertion. All people inherit features which precisely harmonize with their dispositions.

(3) *Long*: A vertically long nose which lies close to the face is of the pessimistic-economic type, and presages a serious, close, secretive, and distrustful disposition and the melancholic temperament. The possessor of this variety is silent; he has forebodings and sees only the dark side of life; furthermore, he prefers to live apart and to himself and to make a confidant of no one. He is precise and takes nothing for granted, and with him extreme caution is liable to defeat progress. His glance is usually directed downward.

The following terms are associated with long noses which project downward, the unfavorable traits mentioned applying especially when a nose is extra long and when the tip projects well over the upper lip (the pessimistic type). The selection of traits pertaining to individual cases depends upon the profile outline, upon the modifying effect of other features, and upon temperament.

**TERMS ASSOCIATED
WITH LONG NOSES
WHICH PROJECT
DOWNWARD**

Favorable
Thoughtful.
Cautious.
Discreet.
Secretive.
Serious.
Quiet.
Reserved.
Precise.

Unfavorable
Pessimistic.
Unsociable.
Sullen.
Cold.
Envious.
Penurious.
Discontented.
Selfish.

A long nose which projects outward (not downward) from the face is both inquisitive and acquisitive and bespeaks memory, love of literature, love of travel and the desire to acquire knowledge from all sources. The following traits apply to this type:

Inquisitive.	Studious.
Acquisitive.	Literary.
Intellectual.	Ungenerous.

**TRAITS APPLYING
TO THE LONG NOSE
WHICH PROJECTS
OUTWARD**

(4) *Short*: A nose that is short in the vertical direction implies good nature and an optimistic disposition. Men of genius not infrequently possess this variety. Thus, Socrates, Darwin, the late Marquis of Salisbury, John Bright, and Bismarck had short noses, but they were of the broad, cogitative type. Breadth adds force to a short nose.

**THE SHORT NOSE
IMPLIES GOOD
NATURE**

With the female sex a short nose is considered piquant, many fascinating feminine traits being thus depicted. It refers to a cheerful temperament, and if tip-tilted, to flippancy, liveliness, and at times to impudence and stubbornness.

The following traits are indicated by short noses, provided the temperament is choleric.

Favorable	Unfavorable
Animated.	Capricious.
Entertaining.	Impulsive.
Good-natured.	Flippant.
Lively.	Impudent.
Genial.	Pert.
Clever.	Wilful.
Bright.	Obstinate.
Industrious.	
Optimistic.	

**TRAITS INDICATED
BY THE SHORT NOSE
WHEN THE TEM-
PERAMENT IS
CHOLERIC**

When associated with the phlegmatic disposition, short noses denote love of quietude and lack of aggressive force; decisive traits do not apply.

**BREADTH OF
NOSE REFERS TO
ENDURANCE**

(5) *Broad*: Breadth of every part of the nose (root, bridge, tip, and nostrils) refers to energy, perseverance, endurance and longevity. Broad noses are associated with broad, full chests and strong lungs and therefore indicate health and long life. A broad back to the nose signifies wilfulness and executive capacity. People with broad, expanded nostrils, with thin alæ, have a keen sense of smell (see Nostrils). The phlegmatic temperament largely counterbalances the energy indicated by the broad nose of the negro.

**THE NARROW
NOSE A SIGN OF
PHYSICAL WEAKNESS**

(6) *Narrow*: Contraction of the nostrils interferes with free æration of the lungs, which increases the likelihood of contagion; therefore narrow noses show tuberculous susceptibility. Furthermore, as the heart and lungs are closely related, contracted nostrils suggest deficient strength in the cardiac region, and consequent lack of endurance, of energy and of self-confidence.

People with sharp, narrow noses possess good memories and are fond of music; they are also delicate and inclined to be nervous, petulant and pessimistic. This is especially evident if the choleric temperament prevails. Narrow noses result from a sedentary life on the part of one's forebears, and are usual among the aristocracy of Europe and the upper classes in America. The author has accordingly named this variety the "Caucasian" (Plates 5, 11, and 22).

**TRAITS PERTAINING
TO NARROW NOSES**

The following qualifications and traits pertain to the possessors of narrow noses, applicability in individual cases depending upon the profile outline and the modifying effect of temperament:

Favorable		Unfavorable
Refined.	Unsympathetic.	Despondent.
Aristocratic.	Timid.	Petulant.
Cultured.	Serious.	Nervous.

(7) *Convex*: (See Roman, Aquiline and Semitic varieties.)

(8) *Concave*: (See the *Retroussé*.)

(9) *Projecting*: (See long noses, second list, also Plates 4, 11, 12, and 22.)

(10) *Flat*: A flat nose, that is, one which lies close to the face, may have a convex, concave, or straight profile outline which will modify its meaning. It refers to a serious, silent disposition, stubbornness, wilfulness, economy, and in extreme cases to penuriousness and selfishness. An arch adds strength of character to a flat nose while the reverse is the case if it is straight or concave (Plates 7, 17, and 31).

(11) *Cleft*: A nose which is cleft or divided at the tip by a slight depression or indentation is unusual. Its significance is similar to the broad tipped cogitative nose and denotes analytical capacity and discrimination. Some of the cleverest professional men that the author has met have possessed this variety. A cleft nose is not uncommon with certain domestic animals, and especially with dogs, such as the pointer and setter, which are noted for their intelligence.

THE "CLEFT" NOSE

(12) *Root*: (Plates 2, 5, 18, and 29.) *Prominence* of the root of the nose (between the eyes) signifies harmony and music, memory for details, capacity for imitation, and artistic and architectural ability, which depend largely upon memory for details. Portrait painters and sculptors must retain in their minds the precise outline of the human face and figure; while landscape artists must remember minute details of scenery, and consequently this sign, which bespeaks such abilities, is usual with clever artists. Prominence of the root of the nose also refers to the sense of "locality," that is, the faculty of finding one's way through cities, forests or unusual places, which depends upon accurate observation and memory for details. It also indicates capacity for acting and dancing, both of which require imitative ability. *Concavity* (depression) of the root of the nose, on the other hand, refers to originality and reasoning

SIGNIFICANCE OF THE ROOT OF THE NOSE

capacity but implies poor memory for details, and is therefore contrary to imitative, artistic, or dramatic ability, to the rendition of music, and to the sense of locality. If other signs of memory are present, however, the indications of a concave root to the nose may be counteracted.

THE BRIDGE OF THE NOSE

(13) *Bridge:* The arch or bridge of the nose is usually centrally located, but with extra long noses it is slightly above the center. The more angular the arch, the more forceful and assertive is the character, as is shown in the Roman type.

(14) *Tip:* The tip of the nose may be:

INDICATIONS OF THE TIP OF THE NOSE

- (a) Thin and sharp. (c) Projecting.
- (b) Thick and blunt. (d) Low-lying.

(a) A sharp, thin tip betokens refinement, activity, the Memo-Mental temperament, and frequently weak digestion, deficient stamina and a delicate constitution. This variety is more usual with the female than the male sex.

(b) A blunt tip, of the cogitative type, shows a cautious, contemplative brain, force of character, resourcefulness, and executive capacity, and furthermore, it presages health, strength and longevity. This variety is usual with the male sex.

(c) An outward projecting tip is a sign of the Memo-Mental temperament and expresses inquisitiveness frequently in a literary sense, for it is owing to inquisitiveness, in other words, to an inquiring mind, that people are studious. Inquisitiveness is a species of acquisitiveness.

(d) A low-lying tip, that is, one which hugs the face, denotes a close, silent, reserved, economical disposition. A normal nose which neither projects unduly nor lies close to the face predicates fair-mindedness.

THE BASE OF THE NOSE

(15) *Base:* When the base line of the nose, from the lip to the tip, slants outward and downward, a long nose of the pessimistic variety results, and caution,

melancholy, suspicion and severity may be assumed (Plate 19). When the slant of the base is outward and upward, the nose thus being shorter from root to tip than from root to base, an optimistic disposition is presaged, and wit, humor, pertness and obstinacy are suggested (Plate 11). The slant of the base of the nose is to be gauged by a side view, when the head is held normally erect.

(16) *Septum*: The septum is the internal partition or dividing wall between the nasal cavities. A low *projecting* septum has been described as a “metaphysical droop,” and was supposed by the early writers to imply philosophical and psychological tendencies. While this is not a satisfactory interpretation, it is a fact that this sign is not unusual with delicate, nervous, highly refined and literary people. It is a feminine sign. (Plates 19 and 22.)

The following are some of the traits evidenced by a low, projecting septum:

Favorable		Unfavorable	
Clever.	Literary.	Restless.	Fastidious.
Versatile.	Educable.	Excitable.	Dissatisfied.
Talented.	Critical.	Fretful.	Peevish.
Intellectual.	Refined.	Nervous.	Petulant.

(17) *Nostrils*: Broad, thin, expanded nostrils indicate an active brain and refer to temper, aggressiveness, energy, wit, humor, independence, initiative, courage, assertiveness and longevity. Since the lungs require abundant ventilation, and this is provided by wide-open nostrils, from this sign lung capacity can be somewhat inferred. Expanded nostrils are desirable for the orator and the clergyman, and in fact for all public speakers, to enable them to inhale sufficient oxygen to vitalize the blood and strengthen the vocal powers while speaking (Plates 4, 6, and 9).

Neither law, custom nor force can circumscribe or control individuals who possess large, broad, arched

THE SEPTUM OF THE NOSE

TRAITS EVIDENCED BY THE SEPTUM

THE NOSTRILS

EXPANDED NOSTRILS ARE DESIRABLE FOR THE ORATOR

**THE WINGS (ALÆ)
OF THE NOSE**

noses with thin, widely expanded nostrils, for with them contention is like the breath of life, and especially is this the case if the choleric temperament prevails.

When the alæ or wings of the nose are thin and shell-like, expanded, translucent, and sharp-cut in outline, cleverness and a highly nervous organization are presaged; while if they are contracted, thick and puffy, they suggest dullness of intellect and tuberculous susceptibility.

With some persons the nostrils vibrate continually in conversation, and this denotes temper, cleverness, sensitiveness, nervousness, independence, energy, resolution, and high mentality.

**THE EXPANDED
NOSTRILS OF THE
ABORIGINES SHOW
STRENGTH OF
HEART AND LUNGS**

The African negro, the American Indian and the aborigines of Australia live in the open and have large, expanded nostrils which show strength of heart and lungs, and hence capacity for running great distances without fatigue. Nostrils of this variety also refer to keen power of scent, for among wild tribes this ability is required as a protection against enemies and also to assist them in tracking their quarry. The weakness of the broad, open, low-lying African nose lies in its profile outline, which is markedly concave, and implies lack of assertiveness and of initiative; from its breadth, physical endurance may be inferred.

**NARROW NOSTRILS
ARE CONTRARY
TO LONGEVITY**

Contracted nostrils suggest petulance, nervousness and delicate health, and are contrary to continuity, endurance, force and longevity.

The direction of the features, downward or upward, follows the normal (usual) direction of vision of the individual. Joyful people normally look forward or upward, and their features in harmony take a horizontal or upward slant, while the melancholic usually look downward and their features, such as the nose, the sides of the mouth and the eyelids, have a downward slant. When one feature slants upward and another downward, indications are balanced and hence neutral.

JOSEPH HUME
ENGLISH STATESMAN—1777-1855



(ANTERIOR VIEW)

Conspicuous Features

1. Large head.
2. Broad, square jaws.
3. Prominent chin.
4. Well chiseled aquiline nose.
5. Cranium high, especially in the coronal area.
6. Perceptives prominent.

History

Joseph Hume, a British statesman, was born in 1777 and died in 1855. He was assistant surgeon in the East India Company; and was elected member of parliament for Weymouth, Middlesex, Kilkenny and Montrose. He



(LATERAL VIEW)

avored many reforms which were then considered radical. He spoke several languages.

Character from Cast

This is a large and powerful head and indicates great strength of purpose. His broad jaws exhibit wilfulness, while his aquiline nose shows force and energy. The height of the coronal region suggests religious convictions. His prominent perceptives and extraordinary breadth of cranium display individuality and sound reasoning capacity. His prominent chin and large eyes denote an excellent memory, which enabled him to acquire languages with facility.

Plate 15
BENTI GOSSE
ENGLISH MAGISTRATE



(ANTERIOR VIEW)

Conspicuous Features

1. High, long and narrow cranium.
2. Long, narrow face.
3. Medium perceptive.
4. Thin Roman nose.
5. Prominent square chin and broad jaws.

History

Benti Gosse was a magistrate who was noted for benevolence and for carelessness with regard to money matters. It is said that he gave away two fortunes and



(LATERAL VIEW)

ultimately had to be placed under the care of guardians.

Character from Cast

This is an extraordinary head on account of its unique proportions. The extreme height and great antero-posterior length combined with marked narrowness of cranium indicate a remarkable memory, benevolence, compassion, conscientiousness, religious tendencies, charity, love of literature, little originality, poor reasoning powers and impractical proclivities. His memory was vastly superior to his reasoning ability, so much so that he must have relied upon it almost exclusively, and consequently his judgment was of slight merit.

TEST QUESTIONS ON LESSON VI

(Before undertaking Lesson VII, be sure you can answer, satisfactorily to yourself, the following Test Questions on Lesson VI.)

1. *Is the nose an important feature?*
2. *How many types of noses are there, viewed laterally? Into what two classes are these divided? Name the five subdivisions under which they are differentiated by conspicuous accompanying traits.*
3. *What are the three types of noses, viewed anteriorly?*
4. *What is the significance of the Roman nose? Why is the Roman nose contrary to sustained effort?*
5. *Name five traits favorable and five unfavorable indicated by the Roman nose.*
6. *What does the Semitic nose imply? Name five favorable and five unfavorable traits associated with this type.*
7. *Describe the Aquiline nose. What traits are suggested by it?*
8. *What is the outline of the Grecian nose? What characteristics refer to this variety?*
9. *Define the Retrousse nose. To what types is it antithetical? Why?*
10. *What type of nose might be called the "American nose"? What are its marked traits?*
11. *Describe the Retrousse-Semitic type of nose. The Retrousse-Aquiline.*
12. *What type is known as the "philosopher's nose"? Why? What traits are common to it?*
13. *What type of nose is usual with highly civilized nations? What are its indications?*

TEST QUESTIONS

14. *What nose is associated mainly with physical power?*
15. *Give the general terms expressing the significance of the various types of noses.*
16. *How many details are to be considered in analyzing noses? Name six of them.*
17. *Why is a large nose indicative of strength? Why does a small nose signify mildness of disposition?*
18. *What term is applied to the long nose lying close to the face? Into what two classifications is the long nose separated? Name five characteristics of each classification.*
19. *Give some traits indicated by the short nose when the temperament is choleric. What do short noses denote when associated with the phlegmatic disposition?*
20. *To what does breadth of nose refer? What does a narrow nose signify?*
21. *What is the meaning of a flat nose? Of the "cleft" variety?*
22. *What significance has the root of the nose? The bridge?*
23. *When does the base line of the nose indicate pessimism and when optimism?*
24. *What is the septum of the nose? What are some of the traits evidenced by it?*
25. *Are the nostrils important in diagnosis? Why? What is inferred from the broad Aboriginal type of nostril? What do narrow nostrils indicate?*

CHARACTEROLOGY

AN EXACT SCIENCE

IN FIFTEEN LESSONS

LESSON VII

THE MOUTH—LIPS AND TEETH—THE EARS—THE
CHEEKS—JAWS AND CHIN—HAIR—NECK—
WRINKLES—FRECKLES

The ear is an acoustic organ, an auditory apparatus, an auricular contrivance, through which and by means of which knowledge is conveyed from mind to mind.

IF the mouth is refined in outline and proportions, the character is likely to be cultivated and refined; if it is crude and shapeless, the character is usually coarse. When the mouth is repulsive, the personality is in accordance, for vice stamps its mark upon the features as surely as do innocence and truth. Features and character harmonize with the mind.

Next to the eyes, the mouth is the most expressive feature of the face, for by its continual alteration in contour many feelings, such as disdain, pride, severity, satisfaction, timidity, aggressiveness, disappointment and sorrow are revealed.

The following details are to be considered in reference to the mouth:

- | | |
|------------|-----------------------|
| (1) Size. | (2) Outline. |
| (a) Large. | (a) Straight. |
| (b) Small. | (b) Curving upward. |
| | (c) Curving downward. |
| | (d) Open. |
| | (e) Closed. |

**THE MOUTH, NEXT
TO THE EYES, IS THE
MOST EXPRESSIVE
FEATURE OF THE
FACE**

**DETAILS TO BE
CONSIDERED IN RE-
GARD TO THE MOUTH**

THE SIZE AND PROPORTIONS OF THE MOUTH REFER TO CHARACTER

(1) *Size*

(a) *Large:* There is no feature which is more beautiful, the eyes excepted, than a large, refined, well-proportioned mouth, and this is especially the case



Straight-Closed



Curving Upward



Curving Downward



Open

A LARGE, WELL-FORMED MOUTH IS INDICATIVE OF HEALTH AND LONGEVITY

when its beauty is enhanced by perfect teeth. The size of the mouth is increased by talking, smiling and laughter, freely indulged in; and consequently an expansive mouth is a sign of loquacity, good nature, common sense, broad-mindedness and a kindly dispo-

sition. It likewise refers to good digestion, sound vital organs, health, strength and longevity. Large, broad mouths, broad noses, and eyes which are far apart have somewhat similar significations. Breadth of features and cranium is ever a favorable sign.

(b) *Small*: Contracted mouths are dwarfs among mouths. They are defective instruments and are not satisfactory in singing, oratory, or the theatrical profession; they are unassertive and imply refinement at the expense of force; they betoken memorizing ability but indifferent reasoning powers, and hence poor judgment. Small mouths are considered charming with women, but they are deficient in sentiment and denote nervousness, peevishness, petulance and temper.

**SMALL MOUTHS
BETOKEN NERVOUS-
NESS AND TEMPER**

A small pursed-up mouth, which is accompanied by numerous vertical wrinkles in the upper and lower lips, suggests severity, order, jealousy, selfishness, narrow-mindedness, vindictiveness, and a close, economical, grasping disposition.

Narrow mouths, narrow jaws and contracted noses are frequently associated and are somewhat analogous in significance; none of these signs are favorable.

Most of the classic figures in sculpture are represented with narrow tuberculous mouths and noses, these features being contracted to the last degree. The Greeks considered such features beautiful, but they are contrary to force of character, health, strength and longevity.

(2) *Outline*

(a) *Straight*: A mouth which, when closed, has the appearance of a mere slit across the face, the lips being thin and inconspicuous, expresses firmness, precision, organizing ability and industry, and when associated with small eyes indicates narrow-mindedness, selfishness, vindictiveness and severity. When a straight mouth is accompanied by full lips, severity is reduced and sentiment, fair-mindedness and generosity are evidenced.

**THE STRAIGHT THIN
MOUTH INDICATES
PRECISION**

THE UPTURNED
MOUTH ACCOMPANIES
GOOD NATURE AND
SOCIABILITY

(b) *Curving Upward:* A mouth which, viewed from in front, has upturned corners, denotes good nature, mirth, generosity, and kindred traits. If the mouth, when the features are in repose, curves upward at the sides only to the slightest degree, it suggests a happy disposition and sociability. Smiles, laughter and pleasantry, when habitual, cause the corners of the mouth to turn upward until, in the course of years, by repetition they permanently retain that position.

THE DOWN-CURVED
MOUTH IS PESSI-
MISTIC AND
QUARRELSOME

(c) *Curving Downward:* A mouth which curves downward at the sides like an inverted crescent bespeaks a serious, pessimistic character. Quarrelsomeness, selfishness, jealousy and severity develop a permanent downward slant to the sides of the mouth.

(d) *Open:* A mouth which, owing to a short upper lip, is normally slightly open implies indecision of character, affection of the passive or receptive variety, kind-heartedness, and a yielding disposition. If the lips are of normal length, an open mouth may be the result of stoppage of the nasal passages or of the growth of adenoids, which affects the health and consequently the character, causing depression and lack of endurance. Children whose mouths are habitually slightly open are seldom bright and this demonstrates the advisability of surgical attention. Deafness is likewise shown when the mouth is held partly open, a habit resulting in a stolid, unintelligent look. In old age the mouth, owing to debility and weakness of facial muscles, droops open.

THE TIGHTLY
CLOSED MOUTH
DENOTES FIRMNESS
AND COLDNESS

(e) *Closed:* A tightly closed mouth denotes firmness, secretiveness, and acquisitiveness, and at times harshness and cruelty. A mouth of this description which shows but little of the red portion of the lips accompanies an unsympathetic nature and lack of affection (see Thin Lips, page 9).

When a person assumes a forceful expression, even temporarily, he instinctively closes his mouth tight, which is a sign of decision and will power.

THE LIPS

Many traits of character are evidenced by the lips. Scorn is depicted when either outer portion of the upper lip is raised to one side. The lips are pursed to request silence, and when drawn inward imply severity; the corners are lifted up in smiling, and droop in anger, sorrow or disappointment.

Lips may be considered in detail under the following headings:

- | | |
|-----------------------|-------------------|
| (1) Full. | (7) Long upper. |
| (2) Thin. | (8) Short upper. |
| (3) Both protruding. | (9) Long lower. |
| (4) Both receding. | (10) Short lower. |
| (5) Upper protruding. | (11) Color. |
| (6) Lower protruding. | (12) Movement. |

(1) *Full*: Affection, benevolence, and a kindly disposition are indicated by full lips. They also imply love of poetry, music and art; they lend sentiment to poetry, expression, tone, softness and pathos to music, and color and warmth to art (Plates 3, 20, and 21).

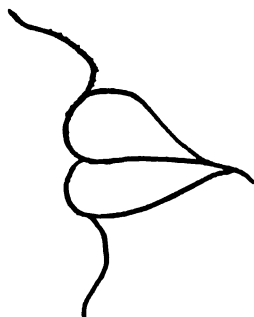
Full lips indicate good nature, generosity, appreciation of high living, acute sense of taste and sensitiveness to flavors. People with this variety have good appetites, are by nature lethargic, and in consequence are inclined to grow stout; while those who have thin lips are energetic, have moderate appetites and their tendency is to remain thin.

Excessively thick, protruding lips, unless there are counterbalancing signs, refer to grossness, slothfulness, love of food, sensuality, lack of breeding, and an unenterprising, indolent disposition.

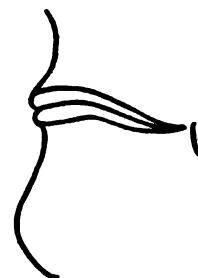
Negroes whose lips are large and thick are fond of brilliant colors which harmonize with their bronze complexions, and furthermore, they have the sense of taste highly developed; they consequently excel in cooking, knowing instinctively the kind and amount of flavoring

THE LIPS ARE
INDICES OF
CHARACTERDETAILS TO BE
CONSIDERED WITH
REGARD TO THE LIPSTHE SIGNIFICANCE
OF FULL LIPS

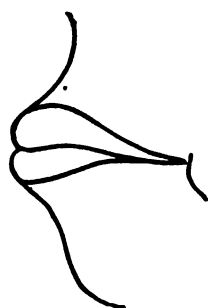
TYPICAL LIPS



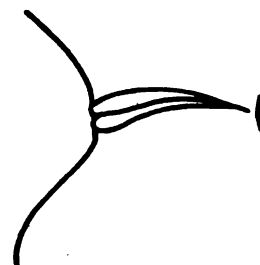
1. Full



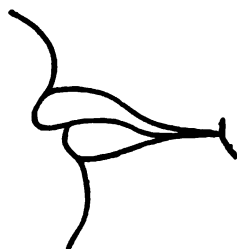
2. Thin



3. Both Protruding



4. Both Receding



5. Upper Protruding



6. Lower Protruding

CHART K
VARIETIES OF LIPS

required. Negroes and natives of tropical countries, as the fullness of their lips indicate, are affectionate, musical and religious. (Plate 36.)

The following traits are denoted by full lips, the selection which applies in particular cases depending upon their degree of fullness, and upon temperament and the modifying influence of other traits. Most of the traits mentioned in the favorable list are usual under the influence of the choleric temperament, while most of the unfavorable traits are displayed by those who are phlegmatic:

**TRAITS, FAVORABLE
AND UNFAVORABLE,
DENOTED BY
FULL LIPS**

Favorable	Unfavorable
Sympathetic.	Common.
Kind-hearted.	Uncultured.
Genial.	Unrefined.
Generous.	Amative.
Hospitable.	Passionate.
Obliging.	Self-indulgent.
Good-tempered.	Slothful.
Sociable.	Indolent.
Affectionate.	Lethargic.
Sentimental.	Languid.
Charitable.	Yielding.
Unselfish.	Dull.
Forgiving.	Unenterprising.

(2) *Thin*: Lips which are thin, showing little of the red portion, suggest energy, determination, coldness, sarcasm, formality in etiquette, precision in speech and action, industry, order and executive ability. They are unreciprocative, undemonstrative and critical, and predicate a quiet, reserved, severe, economical and unyielding character. They are frequently associated with prominent chins, which indicate passive or receptive affection (Plates 4, 5, and 9). A person with thin lips should mate with one possessing the opposite variety, or obstinacy will meet with coldness and severity, and lack of harmony will result.

**THIN LIPS REFER
TO ENERGY**

STUDENT'S COURSE IN CHARACTEROLOGY

When the edges of the lips, where the red and white portions meet, are sharply defined, clear cut and angular, the disposition, as illustrated in speech, is emphatic and critical.

The following traits are evidenced by thin lips:

**TRAITS, FAVORABLE
AND UNFAVORABLE,
EVIDENCED BY
THIN LIPS**

Favorable	Unfavorable
Shrewd.	Unsympathetic.
Keen.	Pessimistic.
Systematic.	Discontented.
Orderly.	Critical.
Cautious.	Severe.
Forceful.	Cold-hearted.
Firm.	Vindictive.
Determined.	Unapproachable.
Independent.	Inhospitable.
Self-reliant.	Narrow-minded.
Accurate.	Selfish.
Explicit.	Grasping.
Precise.	Serious.
Economical.	Reticent.
Thrifty.	Unyielding.
Saving.	Penurious.

The unfavorable traits listed are applicable only in extreme cases.

PROTRUDING LIPS

(3) *Both Protruding:* When both lips markedly protrude, lack of refinement, love of ease, love of food, lethargy and affection can be inferred (see Full Lips). This type is common with aborigines and especially in the tropics.

RECEDING LIPS

(4) *Both Receding:* When both lips are not only thin but slant inward so that the red portion is hardly perceptible, firmness, decision of character, severity, and grasping, uncompromising tendencies are exhibited (see Thin Lips). In old age, owing to loss of teeth, the lips may be indrawn, which naturally does not typify

character and must not be confounded with normal inward slant of the lips.

(5) *Upper Protruding*: When the upper lip (only) protrudes, indecision, kindness, generosity and a yielding disposition will be displayed. This sign is usually accompanied by a receding chin. When the upper lip protrudes *markedly* and the lower lip *recedes likewise to a conspicuous degree*, low mentality may be referred to.

(6) *Lower Protruding*: If the lower lip (only) protrudes, determination, bordering upon obstinacy, is indicated. This is usually accompanied by a prominent chin.

(7) *Long Upper*: A long upper lip is masculine and suggests firmness, severity, force of character, and a serious disposition; when associated with a broad forehead and small eyes, it implies what is known as “dry wit” (Plates 7 and 8), that is, the faculty of making remarks of a humorous nature without an accompanying smile. When the upper lip, viewed in profile, arches outward (convex), decision of character may be presumed; while if it curves inward (concave), a yielding, considerate disposition is manifested.

(8) *Short Upper*: A short upper lip denotes indecision, passive or receptive affection, kindness, good nature and generosity. The upper lip is at times so abbreviated that the front teeth are continually in evidence. If they are perfect this is not objectionable, especially with women; with men, however, it is an unfavorable sign, as it shows lack of force.

(9) *Long Lower*: A long lower lip indicates wilfulness and extreme obstinacy. If when viewed in profile it arches outward, it implies selfishness, severity, and at times a cruel disposition. If it curves inward, it suggests a refined and effeminate character and receptive affection. A long lower lip is usually associated with a projecting chin which is a feminine feature. (See Projecting Chin, page 25.)

**WHEN THE UPPER
LIP PROTRUDES
AND THE LOWER
DOES NOT**

**PROTRUDING
LOWER LIP**

**A LONG UPPER LIP
INDICATES FORCE
OF CHARACTER**

**A SHORT UPPER LIP
DENOTES INDECISION**

**A LONG LOWER
LIP SUGGESTS
WILFULNESS**

**A SHORT LOWER
LIP REFERS TO
GENEROSITY**

(10) *Short Lower:* A short lower lip and a receding chin denote generosity and fair-mindedness. If the chin recedes greatly, it refers to lack of force and deficient self-esteem; if, however, the chin projects, the weakness exhibited by the shortness of the lip is counterbalanced.

**THE COLOR OF THE
LIPS A HEALTH SIGN**

(11) *Color:* If the lips are of a brilliant color, affection, generosity, and good nature are displayed, while if they are pallid the reverse is the case. Bluish or purplish lips denote a weak heart. Bloodless lips signify anæmia and low vitality and are contrary to sympathy and affection. The color of the lips in blonds is considerably lighter than in brunets. Brilliant colored lips refer to a love of brilliant colors.

**SIGNIFICANCE OF
MOVEMENT OF THE
LIPS**

(12) *Movement:* Rapid and precise movement of the lips in conversation betokens a wilful, emphatic character and likewise conceit, while but slight movement evidences lethargy and placidity of disposition.

THE TEETH

Character can be inferred from the teeth, which are to be observed with respect to:

**DETAILS OF THE
TEETH TO BE OB-
SERVED WITH REFER-
ENCE TO CHARACTER**

- | | |
|----------------|-----------------------|
| (1) Size. | (3) Position. |
| (a) Large. | (a) Slanting inward. |
| (b) Small. | (b) Slanting outward. |
| (c) Medium. | (c) Vertical. |
| | (d) Apart. |
| (2) Condition. | |
| (a) Sound. | (4) Shape. |
| (b) Hard. | (5) Color. |
| (c) Soft. | (6) Eye teeth. |

**THE SIZE OF
THE TEETH**

(1) *Size*

(a) Large, strong teeth accompany a large mouth and denote generosity, fair-mindedness, and decision of character, but if extra large and coarse, they are contrary to refinement.

(b) With mature individuals small, crowded teeth suggest a dissatisfied, petulant character and delicate health.

(c) Medium sized, well formed teeth show an evenly balanced, reasonable disposition.

(2) *Condition*

(a) Sound teeth are associated with good digestion and a strong constitution. If the teeth are out of condition, the health suffers, the character is affected, and length of life is curtailed. One of the greatest scourges of humanity is pyorrhea of the teeth. It shortens the lives of multitudes of people.

(b) Hard, strong teeth are masculine; they indicate a preference for animal food and bespeak endurance, vitality, physical strength and longevity. They are in keeping with a bony frame and rugged health and betoken the motive temperament.

(c) Soft, friable teeth denote peevishness, indigestion, delicate health and short life.

THE CONDITION OF THE TEETH REFERS TO HEALTH

(3) *Position*

(a) Teeth which point inward, as is the case with lips which slant inward, accompany a silent, severe, economical, acquisitive disposition.

(b) If the teeth slant outward, kindness, generosity and lack of decision and of self-esteem are evidenced.

(c) When the teeth are vertical and meet evenly, health, strength and vitality are signified.

(d) When the teeth are located far apart, the full number not being present, the Memo-Mental temperament is suggested; this condition is the result of inheritance from ancestors who have led sedentary lives and have subsisted largely upon soft food. Sound teeth result from eating hard and tough food. The tendency of civilized life is toward deterioration of the teeth.

THE POSITION AND SLANT OF THE TEETH

**BROAD TEETH
SHOW DECISION
OF CHARACTER**

(4) *Shape*

(a) Broad teeth which accompany broad jaws belong to square-framed individuals who are of decided character and of the motive temperament (see Large Teeth, page 12).

(b) Long, narrow teeth which ordinarily accompany narrow jaws are usual with individuals of the Memo-Mental temperament and predicate a delicate constitution. Teeth of average width are the most desirable as they express normal traits and refer to the motive temperament.

**THE COLOR OF
THE TEETH**

(5) *Color*

The color of the teeth depends somewhat upon the complexion. Thus with negroes the teeth, owing to the dark bronze color of their faces, appear by contrast exceedingly white; while teeth of the same shade would not seem so white in the mouth of a blond Caucasian.

(a) China white teeth, which are usual with the Memo-Mental temperament, and with those who lead an indoor, sedentary life, are likely to be soft, and are frequently associated with a delicate constitution.

(b) Slightly yellowish teeth, which are ordinarily present with the Motive temperament, are strong and durable and betoken sound digestion and rugged health, that is, provided the color is natural and not the result of neglect.

(c) Bluish teeth indicate that the nerves of the teeth are dead.

**THE EYE TEETH
IMPORTANT SIGNS
OF CHARACTER**

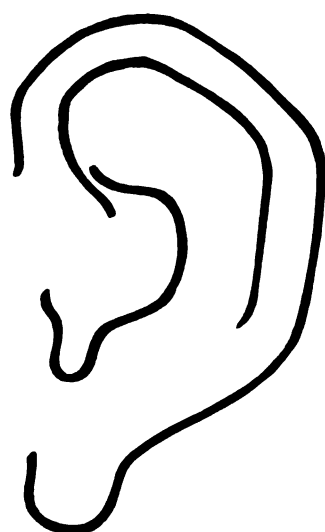
(6) *Eye Teeth*

(a) *Long:* Eye teeth which are long, strong and pointed and located forward and out of alignment with the others, resembling those of a carnivorous animal, imply a forceful, grasping, overbearing disposition. Prominent eye teeth ordinarily accompany red or sandy colored hair and a florid complexion, all of which signs

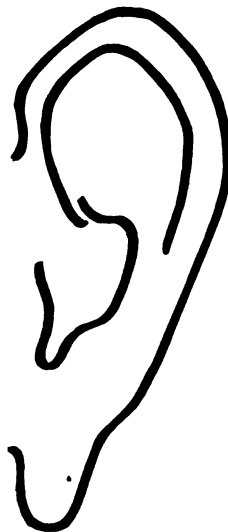
refer to temper, aggressiveness and the active choleric temperament.

(b) *Short:* Teeth which after maturity are short, small and inconspicuous, suggest petulance, spitefulness, wilfulness and narrow-mindedness. They are undeveloped and refer to immature minds. (See Small Teeth.)

**SHORT TEETH
SUGGEST
PETULANCE**



Broad



Narrow

**CHART L
TYPICAL EARS**

THE EARS

The external and internal aural apparati form in combination one homogeneous hearing device. Therefore, ordinarily, it can be assumed that they are proportionally highly developed within and without, and consequently, if the outer ear is large, refined and well designed for the reception and transference of sound, that the internal aural machinery will be of equal quality and utility, while if the external ear is small, coarse and malformed, and therefore not well designed for hearing, that the internal ear will probably be equally defective. As music is a form of sound embodying pure and refined

**THE EXTERNAL EAR
CAN ORDINARILY
BE ASSUMED TO
INDICATE THE DE-
VELOPMENT OF THE
INTERNAL AURAL
MACHINERY**

STUDENT'S COURSE IN CHARACTEROLOGY

auricular qualities, love of music and, if supported by confirmatory signs, musical ability can be inferred from the proportions, size and texture of the external ear; similarly, as memory is largely dependent upon the ears for its acquisitions, by their shape, size, prominence, thinness, color and refinement, capacity for remembering things heard can be deduced.

In estimating character and aptitudes from the ears, the following details are to be considered:

**DETAILS TO BE
CONSIDERED IN
ESTIMATING CHAR-
ACTER FROM THE
EARS**

- | | |
|-------------------|-------------------|
| (1) Shape. | (3) Position. |
| (a) Proportional. | (a) Projecting |
| (b) Misshapen. | or flat. |
| (2) Size. | (b) High or low. |
| (a) Large. | (c) Forward or |
| (b) Small. | backward. |
| (c) Broad. | (4) Convolutions. |
| (d) Narrow. | (5) Lobes. |
| (e) Thick. | (6) Color. |
| (f) Thin. | |

**WELL-FORMED EARS
SUGGEST
REFINEMENT**

(1) *Shape*

(a) *Proportional*: Among the most conspicuous signs of a refined and cultivated character is the possession of large, thin, translucent ears which are also broad, prominent, well convoluted and of symmetrical proportions; such ears also show a keen appreciation of and sensitiveness to sound and evidence love of music. Refined ears, like refined features generally, are rarely possessed by unrefined persons, while those which are coarse or malformed are unusual with the cultured.

**MISSHAPEN EARS
UNFAVORABLE IN
THEIR INDICATIONS**

(b) *Misshapen*: When the ears are narrow, thick and misshapen, or appear as if the edges were cut away, crumpled or crushed, defective musical sensibility and poor memory for things heard can be expected, that is, provided such malformation is not the result of accident or disease.

(2) *Size*

(a) *Large:* Large ears present an expansive surface for the reception of sound waves, and refer to timidity, caution, memory, music and longevity. They who are timid are cautious and the cautious usually live long.

**LARGE EARS REFER
TO LONGEVITY**

The majority of those who have attained great age have had ears of large size. The author met a centenarian in the north of England whose ears were enormous, and in the aged they are frequently quite out of proportion to other features.*

Ears in exceptional cases continue to grow through life. Such is not the case, however, except when they are reasonably large in youth, or unless their possessors have receptive memorizing brains or are extremely fond of music, and this is because conspicuous aptitudes increase in strength as one grows older, and therefore, the features which refer to them continue to develop during life. Children occasionally have remarkably large ears standing well out from their heads, and such children are usually clever, have superior memories and are fond of music. The great musicians of all time have possessed large ears. There are successful musicians, however, whose ears are only average in size, shape and refinement, but in such cases other signs referring to music are present to compensate.

(b) *Small:* Small ears are contrary to memory, musical ability, and longevity. The author has met people who possessed various signs of music but whose ears were small, and although some of them were fond of music, few were musical. Small ears which are thin, broad and well convoluted may be musical, but they will not be equal in musical capacity to those which are

**SMALL EARS CON-
TRARY TO MEMORY
OR MUSICAL ABILITY**

*Among primitive men those that had large, thin, receptive ears possessed keen hearing capacity and consequently readily detected the approach of an enemy, and those who were not thus favored were captured and slaughtered, and accordingly our large, thin eared ancestors lived long and perpetuated their progeny and thus large, sensitive ears came to refer to longevity.

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large and of like proportions. A perfect ear, when all points are considered, is rarely seen.

BROAD EARS

(c) *Broad:* Ears which are broad, prominent, large, well convoluted, thin and translucent are auditory as well as musical instruments of the highest efficiency; they imply sensitiveness, timidity, caution and longevity.

NARROW EARS

(d) *Narrow:* Long, narrow ears are not so musical as the broad variety, and this is because they do not present so large a surface for the reception of sound waves and further, they are unsymmetrical and inharmonious in proportions and accordingly are inharmonious as musical instruments. They are usual with heads which are high and short antero-posteriorly.

THICK EARS INDICATE FIRMNESS AND STRENGTH

(e) *Thick:* Ears of medium thickness indicate firmness, shrewdness, executive capacity and reasoning power, but they are not so musical as are those which are thin. They also suggest health and strength, and usually accompany a rugged constitution. *Markedly thick ears* are contrary to refinement and refer to combativeness. Thick, strongly proportioned features generally are masculine, and refer to strength and reason while refined features are feminine and refer to memory and refinement.

THIN EARS REFER TO MEMORY

(f) *Thin:* Ears which are thin and translucent betoken aural memory, that is, memory of things heard: they are not only exceedingly sensitive to sounds but are capable of distinguishing fine variations of tone. The author has frequently questioned people who had such ears and has invariably found that they remembered what they heard better than what they saw, and furthermore, they were not only fond of music but were usually musical.

The possessors of refined, thin ears are inclined to be timid, cautious, and idealistic, while thick ears presuppose a practical, resolute nature. The timid gazelle has large thin ears. The lion has small thick ears.

(3) *Position*

(a) *Projecting or Flat:* What is becoming and what is not is largely a question of taste. Ears which stand well out from the head are no more unsightly when one becomes accustomed to them than are other features which project from the head, such as the nose or chin. No one wishes to flatten or suppress them; why, then, should there be objection to prominent ears? Without projecting ears, nose and chin to relieve the smooth monotony of the countenance, the head would be as expressionless as a ball. Large, prominent and well-formed ears are decorative if the fact is only realized. Beauty is ultimately based upon utility; therefore, the most beautiful ears are those which in proportions, outline and projection are the most useful.

Ears seldom project equally, as the ear on the side on which one usually lies in sleep is pressed to the head closer than its mate.

Ears which lie flat against the head are not so sensitive to sound as those which stand outward, and the more they project the greater utility they possess.

By this is meant that while those who have ears which lie close to the head may have fair hearing capacity, they could hear better if their ears stood outward; this is because the majority of sounds which one wishes to hear arrive from in front. The bat, rat and mouse, as well as many varieties of the monkey tribe, have the keenest sense of hearing, and with them the ears are large, broad, exceedingly thin and stand well out from the head.

Children's ears, contrary to prevailing custom, should be trained *not to lie flat*, but to stand outward. The telephone mouthpiece which, in a sense, is an artificial ear, is held squarely before the mouth in speaking, and the ear should be similarly located in relation to approaching sound waves. Large, broad, and thin projecting ears are among the most favorable characterological signs that man possesses, as they presage high mentality and

**THE POSITION
OF THE EARS****OUTSTANDING EARS
INDICATE KEEN
SENSE OF HEARING****LARGE, BROAD, THIN
EARS ARE FAVORABLE
CHARACTEROLOGICAL
SIGNS**

FORCE OF CHARACTER EXPRESSED BY THE PROJECTION OF THE EARS

refinement; they also suggest timidity and hence caution. Animals which are easily frightened possess large, thin ears. The horse and dog project their ears forward when keenly alert or alarmed in order to increase their hearing capacity.

That force of character as expressed by the features is enhanced when the ears project can be tested by standing before a mirror and pressing one's ears outward and then flattening them downward. On forcing them forward much strength of character is added to the appearance, but when they are pressed close to the head, it at once departs.

The author has never met a person with refined ears which stood out more or less at right angles to the face who, if not actually musical, was not extremely fond of music.

(b) *High or Low:* From a profile view the topmost edges of the ears are usually in line with the corners of the eyes or of the eyebrows when the face is held normally vertical but in about five per cent of cases they are found to be slightly higher than this, and in a few cases lower.

If the head is carried backward, the ears appear low in comparison with the eyes, and if tipped forward they appear high, when in reality they are normally located. Low ears accompany a high brain; while if the ears appear high, it is because the brain is low.

(c) *Forward or Backward:* When viewed laterally, if the portion of the cerebrum in front of the ears greatly exceeds that behind them, reason exceeds memory, while if the converse is evident, memory is superior to reason. A protruding back head refers to memory. Width of the anterior portion of the cranium relative to the posterior portion, however, as it refers to reason is also to be considered in this decision.

LOW EARS, HIGH BRAIN, HIGH EARS, LOW BRAIN

THE CONVOLUTIONS OF THE EAR SHOULD BE STUDIED

(4) *Convolution*

The convolutions of the ears are of importance, since owing to this corrugated arrangement large surfaces

are provided for the reception of sound, and furthermore, the acoustic properties of the ears are thus improved. Ears, the inner surfaces of which are smooth and nearly devoid of convolutions, are less musical than when corrugated. The ears of but few animals (quadrupeds) are convoluted, and while they have keen hearing capacity they are not musical. With timid animals the size of their ears is proportionately vastly greater than with men and their sensitiveness to sounds upon which their safety depends is equally greater. The ears of various members of the monkey tribe are somewhat convoluted.

(5) *Lobes*

Cultivated people usually have well developed lobes to their ears, and this is the case also with most successful men. On the other hand, lobes which are excessive in size are unsightly and abnormal; in fact, features of every kind which are malformed either through over or under-development are unrefined and unfavorable. The custom, centuries old among both civilized and uncivilized people, of wearing ornaments in the ears has gradually increased the size of the lobes, and fashion has decreed that lobes of normal dimension are decorative. The lobes of the ears do not affect hearing or musical sensitiveness to an appreciable degree. *Pendent* ear lobes are distinctly human. They are not possessed by animals.

THE LOBES OF THE EAR

(6) *Color*

Ears should be neither pale nor crimson, as the former are anæmic while the latter are congested. Those of a healthy medium tinge are the most receptive and musical. Laborers frequently have brilliant red or purplish ears, and their musical sensibilities are crude.

CHEEKS

The cheeks are to be considered as regards:

- | | |
|-----------------|------------------|
| (1) Prominence. | (3) Cheek bones. |
| (2) Depression. | (4) Color. |

THE CHEEKS

**THE CHEEKS
INDICATE PHYSICAL
CONDITION**

(1) *Prominence:* Full rounded cheeks are a sign of good digestion, sound health, and a contented disposition. If coupled with a fleshy physique they imply love of ease and physical relaxation, and typify the Vital temperament.

(2) *Depression:* Lean cheeks bespeak energy and the Motive or Choleric temperament, but if especially sunken they are accompanied by irritability and discontent, and refer to indigestion, ill-health and low vitality.

(3) *Cheek Bones:* Prominent cheek bones, which are usually associated with depressed cheeks and a thin, angular physique, suggest obstinacy and are usual with the American Indians, Eskimos, and certain Oriental races.

(4) *Color:* (See Complexion, Lesson III.)

JAWS

Jaws may be classified as:

(1) Broad. (2) Narrow. (3) Projecting.

**BROAD, SQUARE
JAWS DENOTE
FIRMNESS AND
DETERMINATION**

(1) *Broad:* Broad, square jaws are usual with carnivorous animals and with human beings who have a preference for animal food. They denote force, stubbornness, perseverance, and will power. When extra broad they are abnormal and disfiguring (Plates 26 and 27). People with broad jaws, who are accustomed to having their own way, often imagine that *by sheer force of will* they can carry through successfully any adventure, and this obsession has frequently produced the criminal. Obstinacy as indicated by square jaws when carried to excess defeats reason, as opinions once formed are unalterable. Reason, in fact, collapses before the stony mind of an obstinate man as a soap bubble does against a granite rock.

Broad jaws are favorable *when not too broad*; they should not equal the cranium in breadth, and when they do, an extremely wilful disposition results.

Primitive men possessed massive jaws, as is the case with certain wild tribes of today, for they had a stern and constant fight with nature, and thus their dispositions were developed in the direction of obstinacy and determination.

While broad jaws show wilfulness and decision of character, when their breadth is largely the result of adipose tissue strength is modified and the vital or phlegmatic temperament is suggested (Plate 28). When a fleshy lower face is associated with a thick neck, it evidences over-indulgence of the appetite, which results in lethargy and indicates an apoplectic tendency. The strength of the human frame can be somewhat inferred from the size, breadth, squareness and strength of the jaws, and those who are strong in bone are usually muscular.

Jaws may be square and angular, or rising upwards so as to form an acute angle at the chin with the vertical line of the face. The former variety is masculine and predicates an adamantine disposition, the latter is feminine and implies a more lenient character. The former usually accompanies a thick, short, powerful neck and strong physique; the latter a long and thin face, neck and body. A prominent chin, which is a feminine sign, also refers to obstinacy.

The following characteristics pertain to people who have broad, square jaws (Plates 4, 13, 14, 17, and 22):

Favorable	Unfavorable	
Wilful.	Overbearing.	Sullen.
Forceful.	Harsh.	Stern.
Independent.	Cruel.	Selfish.
Persevering.	Stubborn.	Grasping.
Fearless.	Uncompromising.	Silent.
Serious.	Unyielding.	Pessimistic.

The unfavorable traits listed seldom apply except when corroborative signs are present.

**THE STRENGTH OF
THE HUMAN FRAME
CAN BE INFERRED
FROM THE SIZE
AND CONTOUR OF
THE JAWS**

**CHARACTERISTICS
OF PEOPLE WITH
BROAD, SQUARE
JAWS**

**NARROW JAWS
INDICATE LACK OF
INITIATIVE
AND OF ENERGY**

(2) *Narrow*: Jaws which are *markedly narrow* signify the Memo-Mental temperament and are usual with individuals of *slender, frail physique*; they attest a delicate constitution, nervousness, and dyspepsia. People who possess this variety rarely become vocalists, as their *chest* is contracted and their voices are consequently deficient in volume. Facial signs indicate the development and strength of the vital organs.

Narrow jaws are contrary to originality and invention, since they imply deficient stamina, lack of concentration of purpose, and insufficient combativeness, initiative, energy and perseverance, which traits are indispensable to the composer and inventor, and furthermore, as they are in harmony with memory, they are against reason. (See Drawing 3, Chart B, Lesson IV.)

**PROJECTING JAWS
REFER BACK TO
PRIMITIVE ANCESTRY**

(3) *Projecting*: Prognathous or equally projecting jaws are atavistic and refer back to a primitive ancestry. They are common among native African, Australian and other uncivilized races and are occasionally present in the lowest classes of Europe and America. Prognathous jaws are an inheritance from prehistoric animal man, who, to a large extent, ate largely direct from the bushes and ground without passing his food to his mouth by means of his hands or paws. His nose accordingly was wide and crushed to his face, for a projecting nose would have been a hindrance in direct eating, and furthermore, his forehead and chin receded, as such features if prominent likewise would have been a hindrance in reaching his food direct with his mouth.

When in the remote past man's paws developed into hands and he acquired the art of carrying his food to his mouth by means of his hands, his jaws receded, while his forehead, nose and chin became prominent, and the width of the nose decreased. As the features of man developed coördinately with his brain, a flat and broad nose, such as native tribes possess, and prognathous (projecting) jaws, refer to a comparatively near relation-

ship, mentally and physically, with primitive prehistoric direct-eating animal-man progenitors. This relationship, however, dates back hundreds of thousands of years.

The nearer the horizontal base line of the lower jaw, viewed in profile, approaches a right angle with the vertical line of the face, and the longer the jaw from the point below the ear to the tip of the chin, the more wilful and obstinate is the character.

What are commonly called “lantern jaws” are square, broad and sparsely covered with flesh, and are associated with cheeks which are sunken and cadaverous. They denote a serious, wilful, energetic, and pessimistic character and likewise indigestion and stomach disorders.

CHIN

Chins may be classified as:

- | | |
|-----------------|---------------|
| (1) Projecting. | (2) Receding. |
| (a) Pointed. | (3) Indented. |
| (b) Square. | (4) Double. |

(1) *Projecting*: Prominent chins are more usual with females than males, but they are becoming in either sex, except when they project beyond the vertical line of the face, when they cease to be ornamental. They indicate memory, aptitude for details, bookishness, educability, self-esteem, economy, caution, selfishness, obstinacy, and a serious disposition. They are against demonstrative affection and suggest passive or receptive love or the desire to be loved.

If an arched nose is accompanied by a prominent chin, the aggressive force evidenced by the nose will be modified by caution as shown by the chin; active and receptive affection will be present in equal proportions, the arched nose signifying active and the protruding chin receptive affection (Plate 9).

A vertically long chin is *practically* useless, and is

**THE LONGER THE
JAW HORIZONTALLY
THE MORE OBSTINATE
THE CHARACTER**

CLASSIFICATION OF CHINS

THE PROJECTING CHIN

**A PROMINENT CHIN
MODIFIES, BY CAU-
TION, THE AGGRES-
SIVENESS OF AN
ARCHED NOSE**

THE POINTED CHIN

SQUARE CHINS HAVE
SAME SIGNIFICANCE
AS SQUARE JAWSSLIGHTLY RECEDING
CHINS INDICATE
GENEROSITY AND
PRACTICALITY

usually at the expense of a high forehead, as the two if simultaneously present would render the face abnormally long. A long or projecting chin is dangerous to a pugilist as a blow upon it has been known to be fatal.

(a) *Pointed*: Projecting chins with women display finer lines and are more pointed than with men. A thin, pointed chin betokens the Memo-Mental temperament, and in combination with sunken cheeks refers to a torpid liver, indigestion and a discontented disposition.

(b) *Square*: Broad, square chins express wilfulness, and when they project abnormally this trait is more pronounced. Square chins and square jaws have a like significance, both attesting economy and unbending obstinacy (Plates 13, 15, and 17). There is no trait which, when analyzed, indicates *greater weakness* than *unbending obstinacy*. It has been the direct cause of great sorrow and great losses. Therefore *extra* prominent chins and *markedly* broad jaws are negative indications.

(2) *Receding*: Chins which recede slightly are usual with eminent men; they bespeak generosity, practicality, a reasonable disposition, and the capacity for viewing matters from many standpoints (Plates 7, 8, and 19).

A moderately receding chin *is not a weak chin* for it is strictly masculine and refers to sound judgment, but it is frequently thus erroneously described, probably for the reason that its possessor is inclined to be generous, fair-minded and conciliatory. A slightly receding chin signifies reasoning capacity; a prominent chin refers to obstinacy and memory. Chins which recede but moderately are not unbecoming in the male sex, but they are so with females; a woman is seldom considered beautiful unless she possesses a prominent chin. Energy, initiative and an active mind are observable when both forehead and chin recede moderately, so that the profile is convex, and this is especially evident if the disposition is moderately choleric.

A chin which recedes *greatly* denotes lack of self-esteem, and in combination with an extremely low and slanting forehead suggests deficient mentality. Both the chin and the forehead of the feeble minded occasionally recede to such an extent that they are practically non-existent. The author saw a woman at Carlsbad who had no chin whatever, and he has a cast of the head of an imbecile in which both chin and forehead are absent (Plate 38). The chin is the receptacle or shell of the tongue; it is a decorative feature and is distinctly human, as it does not exist with animals.

(3) *Indented*: Cleft or indented chins, if not too pronounced, are ornamental and are seldom found with the low-born. They are unusual but are present with both sexes. They indicate conceit. Deeply indented chins are not ornamental.

(4) *Double*: A double chin implies a dropsical or apoplectic tendency and is therefore contrary to longevity, this being especially the case if the neck is short and thick. As years advance and flesh is added, double chins deteriorate into the triple and quadruple varieties, which have the significance of the double, only intensified.

**THE MARKEDLY
RECEDING CHIN
IS AN UNFAVORABLE
SIGN**

**THE DOUBLE CHIN
IS CONTRARY TO
LONGEVITY**

HAIR

The hair is indicative of character and can be considered under the following headings:

- | | |
|----------------|-------------------------|
| (1) Quantity. | (4) Form. |
| (a) Abundant. | (a) Straight. |
| (b) Thin. | (b) Curly. |
| (2) Quality. | (5) Color. |
| (a) Coarse. | (a) Dark. |
| (b) Fine. | (b) Light. |
| (3) Condition. | (c) Red |
| (a) Lustrous. | (d) White and |
| (b) Dull. | gray. |
| (c) Soft. | (6) Manner of wearing. |
| (d) Dry. | (7) Hair as a disguise. |

**THE HAIR—
DETAILS TO BE
CONSIDERED**

THICK HAIR
INDICATES THE
RESO-MENTAL
TEMPERAMENT,
THIN HAIR THE
MEMO-MENTAL

BALDNESS A SIGN
OF MEMORY

THE QUALITY OF
THE HAIR SHOWS
PHYSICAL CONDITION
AND INDICATES
DISPOSITION

(1) *Quantity*

(a) *Abundant*: If the hair is thick, it signifies the Motive or the Reso-Mental temperament, and if thin, the Memo-Mental. In the former case it exhibits decision of character and masculine traits, in the latter refinement and feminine traits.

Hair is usually abundant with thin people, and scant with those who are full blooded or of rotund build, and this is a wise provision of nature, as the former require the heat which is thus conserved while the latter do not.

(b) *Thin*: The higher we ascend in the scale of civilization, the more the hair is given to falling out, and this applies particularly to individuals possessing brains of the memorizing variety. This is due to the deteriorating effect of indoor life and sedentary employment, which is preferred by those who have memorizing brains. Baldness, therefore, indirectly betokens memory, and an abundance of hair, reason. The foregoing is in keeping with the fact that the antero-superior district, which is the principal memorizing area of the brain, is that over which baldness first makes its appearance; while the antero-lateral, which is the principal reasoning district, is seldom bald. People who are lacking in animality grow bald early. The wearing of tightly fitting hats retards the circulation of the blood and this also contributes to baldness.

(2) *Quality*

(a) *Coarse*: Coarse hair is a masculine sign, as is the case with coarse skin, thick bones, thick wrists and ankles and strong muscles, all of which are signs of force, aggressiveness and abundant animality.

(b) *Fine*: Fine hair is a feminine characteristic as is the case with delicate skin, small bones, and thin wrists and ankles; all of which signs are contrary to strength and endurance, and show nervousness, sensitiveness and refinement.

Fine hair lies close to the head, while coarse hair is usually bushy, irregular and out of control. When magnified, it becomes apparent that hair is not smooth, but scaly. After death the hair is slow to decay, at times lasting almost as long as the bones as is illustrated in the case of Egyptian mummies in which the hair is preserved after thousands of years.

(3) *Condition*

Hair can be:

- | | |
|---------------|-----------|
| (a) Lustrous. | (c) Soft. |
| (b) Dull. | (d) Dry. |

(a) Lustrous hair is largely the result of care and attention and is more usual with the cultured than the low born. From it, the activity of the glandular system and good circulation, and therefore longevity, may be assumed.

(b) Hair which is dull and lustreless, on the contrary, implies lack of care and attention and refers to inactivity of the glandular system and poor circulation. Upon death hair loses its lustre, while if cut from a living person its lustre is retained.

(c) Soft, silky hair is an effeminate sign and usually accompanies the Memo-Mental temperament.

(d) When the hair is brittle and dry, it denotes a feverish condition of the blood, ill health and inactivity of the glandular system.

**CONDITION OF
THE HAIR SHOWS
ACTIVITY OF THE
GLANDULAR SYSTEM
AND IS INDICATIVE
OF LONGEVITY**

(4) *Form*

(a) Straight hair, when fine, as is typical with the Caucasian race, is associated with the Memo-Mental temperament; it is a mark of refinement, of a serious disposition, and if extra fine, of a delicate constitution. Coarse, straight hair, such as is possessed by the Orientals and American Indians, betokens lassitude. Among the latter, however, there are compensating indications

**FINE
STRAIGHT HAIR
IS A MARK OF
REFINEMENT**

**CURLY HAIR REFERS
TO MUSCULAR
STRENGTH**

of energy. Straight hair is more usual with tall and thin people than with those who are of medium height or stout.

(b) Curly hair suggests muscular strength. Children who possess this variety are robust, and laborers with this sign are exceedingly powerful. The significance of wavy hair is similar to that of the curly variety but less pronounced. The crinkly hair of the natives of Africa evidences the Phlegmatic temperament. This variety is coarse and flat in section, while straight hair is round. It is owing to its being flat or oval in section that it curls readily.

(5) *Color*

**WHAT MAY BE
JUDGED FROM THE
COLOR OF THE HAIR**

Hair varies in shade from white to gray and from a light creamy yellow to black, and includes tints of brown, red and auburn. In depth of shade, hair usually harmonizes with the complexion and the color of the eyes, but this is not an unvarying rule, as it is also found in strong contrast.

(a) Black hair, like all brunet signs, suggests Southern descent, the Phlegmatic temperament, passive affection, memorizing power and love of music; it also signifies religious tendencies, love of brilliant colors, judgment of flavors, lethargy, lack of initiative, a tendency to follow rather than lead, and to accept the views of others but not to originate.

(b) Light hair denotes Northern descent and is usually associated with blue eyes and the blond complexion. It will be noticed that a large percentage of English children have fair hair (which, however, becomes darker as they grow older), and this is an indication that their ancestors were fair-haired; while children of the Latin nations, in the south of Europe, have black hair from infancy upward, and this is due to the fact that their ancestors have always had black hair. Medium

light hair bespeaks a practical, original, constructive, contemplative mind as well as force and independence of character. The characteristics associated with extra light blond hair are not so forceful as are those of a slightly darker hue, and this is because the former refers to ancestry from the far North, where the long winters and severe cold invite lethargy. About 80 per cent of deep brunets are lovers of music while not over 20 per cent of blonds, except in German and Scandinavian countries, are equally so. The majority of renowned musicians have possessed dark hair, eyes and complexion. It is owing to iron in its composition that hair is dark and to its absence that it is light.

**LIGHT HAIR
INDICATES
FAVORABLE TRAITS**

(c) Red hair denotes an assertive, excitable, energetic temperament. Its possessors are apt to be restless, changeable and alternately hopeful and depressed. It is therefore contrary to caution and hence to mature judgment. It betokens sensitiveness, vivacity, intelligence, quick perception and super-intense feelings. This variety when of coarse texture suggests muscular strength. Among blonds, the less reddish the hair and the straighter it is, the less is aggressiveness indicated. The significance of auburn, deep yellow and sandy-colored hair is similar to that of red but not so intense. Certain actresses who have possessed red or auburn hair, owing to the great vivacity and energy thus indicated, have achieved renown!

**RED HAIR DENOTES
VIVACITY, QUICK
PERCEPTION AND
ENERGY**

(d) White and gray hair accompany advancing years, and also result from worry or mental strain. Hair has been known to whiten in a night through anxiety or grief, and in instances owing to terrifying dreams. Hair frequently becomes white before middle age and occasionally in comparative youth. Black hair turns gray or white early, and especially is this the case if it is also coarse. Premature grayness and white hair are usually hereditary and signify a super-active mind and a nervous temperament.

CARE OF THE HAIR
IS INDICATIVE OF
CHARACTER

(6) *Manner of Wearing*

The manner of wearing the hair is indicative of character; when well-coiffed it suggests affluence, refinement, artistic taste and self-esteem, while carelessness in this matter denotes a slovenly character. The mode or fashion of wearing the hair, like style in clothing, is a sign of nationality.

(7) *Hair as a Disguise*

By growing hair upon the face one can increase the apparent strength of otherwise weak features, and in this way masculinity can be added to an effeminate countenance. One can thus conceal or build out a receding chin, or cover an ugly mouth or coarse lips, or make the face appear long, broad, square, or pointed. A delineator should, therefore, endeavor to ascertain the actual contour of the face and cranium beneath the hair and not be misled by intentional disguise.

NECK

THE NECK IS TO BE
CONSIDERED AS TO
LENGTH, THICKNESS
AND STRENGTH

The neck is to be considered as to *length*, *thickness* and *strength*.

(1) A *short, thick*, neck is masculine and is a sign of vitality and will power; if muscular and sinewy, it implies the Motive, if soft and fleshy, the vital or Phlegmatic temperament (Plates 9, 26, and 28). Unusual fullness directly behind the ears, at the base of the brain, where the neck joins the cranium, signifies energy, force, wilfulness, aggressiveness, and amateness. Orators, singers, and those who speak forcefully and use the voice continually have strong, firm-set necks.

(2) A *long, slender* neck is effeminate; it signifies refinement and a delicate constitution and is usual with those who possess the Memo-Mental temperament. Animals with long necks, although agile, are deficient in stamina. A depression at the nape of the neck, the postero-inferior district, is contrary to masculinity and force of character and is usual with young children.

Such depression accords with extra prominence of the occipital district.

One of the strongest signs of masculinity is the projection of the thyroid cartilage in the front of the neck known as the *pomum Adami*, or "Adam's apple." This is distinctly a human feature, as it is not present in animals. It is seldom observable with females, and like the frontal sinuses and the arch to the nose when highly developed is doubtless the result of forceful speech and hence forceful breathing from childhood upward. A prominent Adam's apple is usual with thin men and accompanies a strong masculine voice.

**THE "ADAM'S APPLE"
A SIGN OF
MASCULINITY**

WRINKLES

Some writers are elaborate in their explanation of the meanings of wrinkles, although in reality only general remarks are warranted. The presence of wrinkles ordinarily shows merely that years are advancing, and as they become profuse and pronounced, that old age is approaching.

Wrinkles are customary in every part of the face; they may be heavy or light, vertical, horizontal, curvilinear or angular. Those that are thinly traced have but slight significance, but when deeply chiseled they express worry, temper, or profound thought. The continual activity of particular traits of character causes certain facial muscles to expand and relax and thus in time, by frequent repetition, wrinkles and even furrows are formed, and these in turn, according to their location and depth, *evidence the traits which are responsible for their formation*. Thus good nature and humor, as shown by smiles and laughter, develop wrinkles which radiate from the outer sides of the eyes; while temper, which causes the frown, produces deep, vertical furrows between the eyes. By continually raising and lowering the eyebrows in conversation, which is customary with some people, the skin of the forehead becomes loose and lateral wrinkles develop. This habit

**WRINKLES EVIDENCE
THE TRAITS RESPONSIBLE
FOR THEIR
FORMATION**

WRINKLES ARE CHARACTER LINES

results from and therefore implies nervousness, intensity of thought, and the choleric temperament.

Wrinkles are character lines. A smooth, unruffled countenance is puerile, and when present in people of mature years betokens an even temperament, an inactive mind, memory, and passive or receptive affection, but not originality, individuality, initiative, deep reason or sound judgment.

Much talking, smiling or excessive laughter may, in the course of years, increase wrinkles, but such is not necessarily the case, for people who are most loquacious and who laugh and smile continually frequently have countenances which are youthful and smooth. The formation of wrinkles depends *largely* upon the texture of the skin and the activity of the glandular system; if the skin is soft and pliable, it does not wrinkle readily, while if it is coarse and parchment-like the reverse is the case. Elderly people wrinkle more readily than the young and that is because their skin is less pliable than with the young.

The fullness or depression of the central portion of the bony structure of the forehead also has to do with the formation of wrinkles. When it is *convex*, wrinkles do not readily form, because the outline of the cranium beneath the skin is arched outward and the forehead is thus filled out. A *concave* middle forehead, on the other hand, is liable to be replete with wrinkles early in life. As years advance, the face and hands of thin people who have been stout are occasionally covered with wrinkles and this is due to the skin not having fully contracted following loss of flesh.

VERTICAL WRINKLES IN THE UPPER LIP A SIGN OF SEVERITY

Uncleanliness and exposure to a harsh climate or to a dusty atmosphere likewise produce wrinkles. Numerous vertical wrinkles in the upper lip, which give it the appearance of plaited cloth, presuppose austerity, severity and a serious character. Wrinkles are also produced by frowning, a habit which is usual with mental workers

of the reasoning variety, and hence may indicate intelligence, originality and sound judgment. They who possess memorizing brains frown but little. Concentration of thought is accompanied by facial muscular contraction and consequently the possessors of reasoning brains are frequently wrinkled and especially in the forehead and vertically between the eyes.

When the face remains smooth and devoid of wrinkles in middle age, it is evident that the individual has experienced neither deep sorrows nor great joys, that he has not been given to profound thought, or that he is of a super-placid disposition and seldom frowns or laughs. Fleshy people do not wrinkle readily. Society women occasionally endeavor to prevent the accumulation of wrinkles by smiling and laughing as little as possible, which is an unwise procedure, as all display of pleasantry is thus eliminated. The smoothness of the skin may thus be somewhat preserved but at the expense of sociability, popularity and happiness, for no one enjoys the company of placid, expressionless automatons.

Facial decoration, as is customary with the female sex, is a most prolific cause of wrinkles and of early aging, as paint and powder become imbedded in the skin, and thus light wrinkles become broad and deep—ultimately developing into furrows.

Among the native Irish it is usual to see faces which are replete with wrinkles and this is largely due to a keen sense of humor and free indulgence in laughter. Owing to the saltiness of the atmosphere, mariners and those who live upon the coast are usually deeply wrinkled. The faces of mechanics are also frequently covered with wrinkles, which is due to fine dust and iron filings entering the skin.

It is often remarked how youthful a person looks after death, and this is caused by post mortem contraction of the skin, so that wrinkles which have been conspicuous in the face and hands during life disappear and the countenance presents almost the appearance of ivory.

**THE SMOOTH
COUNTENANCE
SHOWS A SHALLOW
CHARACTER**

**IN DEATH THE
COUNTENANCE
LOSES ALL WRINKLES**

**PROFUSE WRINKLES
SUGGEST THE
CHOLERIC TEMPER-
AMENT, ABSENCE OF
WRINKLES THE
PHLEGMATIC**

Wrinkles impart information regarding temperament (Plate 5). If they are profuse, the Choleric, and if absent, the Phlegmatic temperament is suggested. Violent arguments or excessive laughter, frequently indulged in, cause continual movement of the facial muscles and accompanying unceasing contraction and expansion of the skin and thus wrinkles are produced which become intensified with years. Deep wrinkles refer to pronounced traits, while a smooth countenance is contrary to individuality and force of character. A smooth face without wrinkles is like a blank sheet of paper. Trouble is written upon the forehead of man in lines, furrows and creases.

In brief, wrinkles may be caused by:

- | | |
|-------------------------------|--------------------------------|
| (1) Advanced age. | (9) Temper. |
| (2) Inelasticity of the skin. | (10) Worry. |
| (3) Slovenliness. | (11) Talkativeness. |
| (4) Dissipation. | (12) Nervousness. |
| (5) Loss of flesh. | (13) A dry climate. |
| (6) Laughter. | (14) A dusty atmosphere. |
| (7) Smiling. | (15) A damp, salty atmosphere. |
| (8) Frowning. | (16) Powder and cosmetics. |

In regard to wrinkles, Schopenhauer says: "Every one of these thoughts and desires has set its mark upon the face during the time it lasted, and by continual repetition all these marks have, in the course of time, become furrows and blotches, so to speak."

FRECKLES

**FRECKLES POSSESS
SIGNIFICANCE**

Freckles upon the face, hands and body increase with years and suggest a gouty or rheumatic tendency and also indicate nervousness, excitability, energy, versatility, and the Choleric temperament. They are usual with the reddish blond complexion and are ordinarily found in combination with red, auburn or sandy-colored hair.

THOMAS CHALMERS
SCOTCH DIVINE—1780-1847



(ANTERIOR VIEW)

Conspicuous Features

1. Broad cranium.
2. Prominent perceptive.
3. Prominent chin.
4. Greco-Roman nose.

History

Thomas Chalmers was a famous Scotch divine and an unrivalled religious orator. He left the Established Church of Scotland and assisted in founding the Free Church. He was a contributor to the Edinburgh Encyclopedia and a writer upon political economy.



(LATERAL VIEW)

Character from Life Mask

The exceedingly prominent perceptive and Greco-Roman nose possessed by Chalmers bespeak enormous energy and quick decision. His massive brain suggests constructive power which was displayed in literary composition. The prominence of his cranium, in the antero-superior district, refers to benevolence, conscientiousness and religious tendencies. Will power is evident from his square jaws and firm mouth. Great refinement is shown in his profile, which is not so conspicuous in his front face.

TEST QUESTIONS ON LESSON VII

(Before undertaking Lesson VIII, be sure you can answer, satisfactorily to yourself, the following Test Questions on Lesson VII.)

1. *Why is the mouth one of the most expressive features of the face? What are the two main details to be considered in regard to the mouth?*
2. *What does a large, well-formed mouth indicate? What a small mouth?*
3. *Give the contrasting indications of the upturned mouth and the mouth that is down-curved. Of the open mouth and one that is tightly closed.*
4. *Name five headings under which the lips are to be considered, in analyzing character.*
5. *What is the significance of full lips? Give three favorable and three unfavorable traits denoted by full lips. What do thin lips indicate as to character and temperament?*
6. *When both lips protrude, what is denoted? When they recede?*
7. *Name the main indications of (1) a long upper lip, (2) a short upper lip, (3) a long lower lip, (4) a short lower lip.*
8. *Under what headings are the teeth considered characterologically?*
9. *What particular teeth are important signs of character?*
10. *What can be assumed from the outer ear with reference to the inner aural machinery?*
11. *Name the six headings under which the ears are to be considered in reading character.*

TEST QUESTIONS

12. *What are well-formed ears a sign of? What do misshapen ears denote?*
13. *What type of ear is considered a sign of longevity? What type is contrary to musical ability?*
14. *What do thick ears denote? Thin ears?*
15. *Contrast the abilities evidenced by projecting ears and by ears which lie flat.*
16. *What kind of ears are especially favorable character indications?*
17. *What significance have the convolutions of the ear? The lobes? The color of the ear?*
18. *Name the four headings under which the cheeks are to be studied. What do the cheeks refer to generally?*
19. *What do broad, square jaws denote? What can be inferred from the size and contour of the jaws? Give the traits referred to by narrow jaws.*
20. *How are chins classified?*
21. *Is the projecting chin favorable or unfavorable? The slightly receding chin? A greatly receding chin?*
22. *Under what general headings is the hair to be considered, as indicative of character?*
23. *What temperament is indicated by thick hair? What temperament by thin hair? Contrast the signs of straight and curly hair. What may be judged from the color of the hair?*
24. *What can be deduced from length, thickness and strength of the neck?*
25. *What do wrinkles evidence? Why are wrinkles important signs to the analyst? Is a smooth countenance a favorable or unfavorable sign as regards character? What temperament do profuse wrinkles suggest?*

MEMORANDA

CHARACTEROLOGY

AN EXACT SCIENCE

IN FIFTEEN LESSONS

LESSON VIII

BRAIN AND CRANIUM—AUTHOR'S CHARTS SHOWING CRANIAL SUBDIVISIONS

The mind is the great chemist. The brain is the laboratory of the mind; thoughts are its products.

The brain is a spring which after a given amount of work runs down. It is rest which winds it up and gives it renewed vigor.

When sifted to the ultimate, Man's brain is his capital.

Within the vast expanse of the universe, no receptacle encloses so much of importance in so small a space as the storehouse of the intellect, the small brain case of the mind.

Within the brain, the citadel of the mind, Reason sits enthroned.

The mind is the essence of the brain. The mind is to the brain what breath is to the body.

The mind is an organizing entity.

IT must be understood that the mind, the thinking faculty, the spiritual principle, is distinct from the brain. The various encephalic centers or districts are its servants, its instruments, its tools. The mind is spiritual; the brain is material.

The mind thinks, wills, sees, feels and hears by means of the brain, but it is not the brain which thinks, wills, sees, feels or hears. The brain is simply an apparatus, by and through which the mind becomes manifest, just as the eye is the instrument of vision or the ear that of hearing.

To the brain, which is englobed by the cranium, pertains an aggregation of faculties which act separately or collectively according as an individual or composite excitation occurs, and its machinery is regulated and

**THE BRAIN IS THE
INSTRUMENT OF
THE MIND**

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directed by natural laws, doubtless simple if understood. The brain is the center of sensation, perception and volition; it is the headquarters of mentality and its various districts are brought into play when different traits of character are displayed.

With a well-balanced brain, that is, one which is proportional as to height, breadth and length, the mind vibrates from one viewpoint to another and considers all possibilities of a situation before arriving at a decision; while with an unbalanced brain, which is irregular in its proportions, matters are seldom viewed from more than one angle.

A SYMMETRICAL BRAIN REFERS TO FAVORABLE TRAITS

When the brain is symmetrical, all districts refer to favorable traits. It is only when certain areas are over-developed, under-developed or diseased, or when temperaments are excessive or deficient, that mentality is thrown out of balance and objectionable characteristics become manifest.

The action of the various encephalic (brain) centers might be likened to the working of a manufactory in which many artisans are engaged, individuals or groups acting at times in unison, and again independently.

The cranium enlarges gradually from infancy upward, while education is progressing, for so plastic is the skull in childhood and early youth that even twelve months of diligent intellectual work will perceptibly alter its size and conformation.

HOW THE BRAIN OPERATES

HOW MENTAL OPERATIONS DEVELOP

It has been proved satisfactorily that mental operations develop primarily through the medium of the "cortex" or external gray matter of the brain, the cells of which register impressions of all that transpires within the knowledge and experience of an individual.*

*Although the portion of this chapter describing the brain is a deviation from the precise subject of character analysis, a brief discourse upon the topic cannot fail to be beneficial to characterologists, and especially those who have not made a previous study of the encephalon.

There are millions of these cells, and various groups respond to different stimuli represented by each and all of the feelings and sensations which are experienced by man. Different portions of the brain, by means of nerve fibers, communicate with all parts of the features, causing expansion or contraction of facial muscles, and this results in what is known as "expression."

Particular expressions, owing to frequency of repetition, become stereotyped in the countenance, and thus individuality is imparted to the face, and differentiation of character becomes evident. Features become more defined and hence character more evident in the countenance as years advance.

DIVISIONS OF THE BRAIN*

The Cerebrum: The cerebrum, which consists of two connected and symmetrically convoluted parts, is located in the superior portion of the cranium, while the cerebellum, which is also double, is behind and below this.

THE CEREBRUM

Each of the cerebral sections is divided into three lobes, of which the anterior rest upon the vaults of the orbits, deep furrows known as the Fissures of Sylvius separating these from the middle lobes; while the latter are only slightly apart from the posterior lobes.

At the base of the brain we find the medulla oblongata, the expanded portion of the upper part of the spinal cord, which passes down through the vertebral column and communicates with the entire nervous system.

The cerebral substance is partly gray and partly white, the gray matter being external in the cerebrum and cerebellum and internal in the spinal cord.

Among the interesting features of the brain are its complicated folds or convolutions, the furrows between which sink down deep into its substance. The convolutions of the cerebrum vary, being fine in the anterior, average in the middle, and coarse in the posterior part.

THE CONVOLUTIONS OF THE BRAIN

*See Plate 41.

THE LEFT CEREBRAL
HEMISPHERE CON-
TROLS THE RIGHT
SIDE OF THE BODY,
THE RIGHT
HEMISPHERE
THE LEFT SIDE

AMBIDEXTERITY

INJURY TO ONE
SIDE OF THE BRAIN
AFFECTS THE
OPPOSITE SIDE
OF THE BODY

Cerebral Hemispheres of Different Strength: The cerebral hemispheres operate like twins. The left hemisphere of the brain might figuratively be called *the masculine brain*, since it controls the right side of the body, which is usually stronger than the left, and owing to its extra strength can appropriately be termed *the masculine side of the body*; the right hemisphere can equally appropriately be designated *the feminine brain*, as it controls the left or feminine side of the body, which possesses less strength than the right. This rule, however, is occasionally reversed, as may be observed in those who are left-handed and are stronger on the left than upon the right side of the body.*

Ambidexterity results when the two hemispheres of the brain are of about equal strength, and this accompanies equal strength of the two sides of the body. Ambidexterity can be cultivated by developing the left side of the body, the right hemisphere of the brain being thus concurrently strengthened.

That the cerebral hemispheres can operate somewhat independently of each other has been shown in cases where men who have received injury to one side of the brain have not had their mental powers greatly affected, the uninjured half continuing to perform the functions of both. It has been demonstrated that the centers for muscular movement are in duplicate in the two hemispheres, and that injury to those on one side of the brain causes paralysis on the opposite side of the body, with which they are connected through the nervous system, while the corresponding centers upon the uninjured side of the brain continue to control the muscles of the opposite side of the body, with which they are associated.

*Man is a twin being, almost as completely as if he were dissected down the middle. On each side of his body he has one brain, one eye, one nostril, one ear, one lung, one lobe of the heart, one arm, one shoulder, one hip, and one leg, the masculine brain being on the feminine side of the body and the feminine brain on the masculine side.

The Cerebellum: The cerebellum, which is striated in appearance, is about one-eighth the size of the cerebrum and is located beneath the posterior portion of the latter. It is not convoluted but is divided into lobes and lobules, and is composed of a substance similar to the cerebrum. It is the center of energy, refers to amateness, and is larger in males than females.*

Ferrier's experiments, like those of Flourens, Majendie and others, established the cerebellum as being likewise the center of coördination of movement and equilibration.

THE CEREBELLUM

COÖRDINATION OF IDEAS

As the cerebellum refers to the coördination of muscular movement, and as coördination of movement could hardly take place without coördination of ideas, it follows that the cerebellum may refer not only to coördination of movement but to the altogether broader and more important power of coördination of ideas and hence of thought. If this is the case, which the author suggests tentatively, the cerebellum becomes the heretofore unsuspected dominating center of mentality. *The three degrees of consciousness may thus be explained:* first, in dreams, in which we will presume the cerebrum, wherein ideas are evolved, is active and awake, while the center of coördination, the cerebellum, is dormant, the result being that ideas eventuate but coördination does not take place, under which conditions thoughts are rambling and senseless; secondly, when the cerebrum and cerebellum are simultaneously dormant, consciousness entirely ceases and dreamless rest supervenes; and finally, when the cerebrum and cerebellum are both awake and active, coördination of ideas and sensible thoughts result. *If this theory is correct, the reason for the difference in rationality between dream thoughts and conscious thoughts is explained,* for it becomes

AN EXPLANATION OF DREAMS: THREE DEGREES OF CONSCIOUSNESS

*Bernard Hollander, M. D., "The Mental Functions of the Brain," published by Grant Richards, London, and G. P. Putnam's Sons, New York. In this work the fact that the cerebellum refers to amateness is ably set forth.

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COORDINATION OF CEREBRAL DISTRICTS

apparent that the cerebrum and cerebellum act both separately and in conjunction and that the cerebellum is possibly the "power behind the throne" in mental operations.

"Coördination" also transpires in another *equally important way*, causing the different portions of the brain to harmonize in their action when a composite excitation occurs. Thus if a man threatens another, the brain of the latter is excited in many parts; aggressiveness, which is located in the postero-lateral district, caution, in the antero-lateral, firmness, in the supero-posterior, and quick perception, in the antero-inferior, are all aroused into action, and *without coördination* these various districts would not act synchronously.

The cerebrum is thus the center of thought, as well as of muscular control, while the cerebellum is the center of coördination of thought and of coördination of muscular control.*

When the cerebellum is highly developed (extra large), the postero-inferior and postero-lateral districts are prominent.

LOCALIZATION OF BRAIN FUNCTIONS

LOCALIZING THE AREAS OF BRAIN FUNCTIONS

The localization of brain functions is a matter which has attracted the attention of scientists for many years. It is to Doctor Gall that we owe the discovery of what physiologists term the "speech center," although the credit has been identified with the name of the French physician, Broca.

Information which has been gathered by post mortem examination of diseased human brains and by observing the results of operations upon living brains has been useful in confirming the location of various mental functions, mostly such as refer to the muscular control of the features, head, limbs, and body. Knowledge on

*A further argument in favor of District VII, referring to coördination of ideas is that men who are prominent in this district display good judgment, and sound judgment is mainly dependent upon coördination of ideas.

this subject has also been enhanced by experiments upon living monkeys and other animals, by Doctors Fritsch and Hitzig in Germany and Sir David Ferrier, Doctor Yeo and others in England. The chief methods of determining the different areas of the brain have been (1) by stimulation and (2) by extirpation. In the former case animals have been anæsthetized and the cerebral surface exposed, electricity has been applied to every part in turn, and the effect studied. In extirpation, portions of the brain have been removed and the localities of resulting paralysis, if any, noted.

It must be realized, however, that *just as truly as encephalic centers are given to muscular control, so likewise districts of the brain are devoted to the display of traits of character* and these latter areas, like the former, have been located and differentiated, the boundaries placed by the author being broad and comprehensive. Centers of muscular control and of mental traits are therefore included in the same general areas.

Stimulation by electricity, extirpation of portions of the brain of animals and microscopical examination of the human brain have revealed *nothing* regarding cerebral centers which refer to character in human beings. *Such areas are only to be ascertained by methods as set forth in Lesson I.*

FORMATION OF BRAIN AND CRANIUM

The purpose of the cranium is to contain and protect the brain, its preservation from injury being essential to life.

While the brain is developing, the cranium gradually forms over its surface, the latter taking its configuration from the former. In order to prove that the internal surface of the cranium is essentially the same as its external conformation, it is a simple matter to divide a skull, and after taking a cast of the cranial cavity, to place the cast and the skull side by side, when it will

**HOW THE DIFFERENT
AREAS OF THE BRAIN
HAVE BEEN DETER-
MINED**

**VIVISECTION OF THE
BRAINS OF ANIMALS
REVEALS NOTHING AS
TO CHARACTER IN
HUMAN BEINGS**

**THE CONFIGURATION
OF THE BRAIN THE
SAME AS THAT OF
THE CRANIUM**

be observed that there is but slight difference between the two in shape although the external surface of the cranium will naturally be somewhat larger in all dimensions. It is due to this similarity that the contour of the brain can be determined in life, and from its proportions character can be inferred.

Owing to shrinkage of the brain in old age the two tables of the skull occasionally separate, so that the cranium becomes extra thick, but as under such circumstances the entire skull thickens, the exterior surface still reveals the outline of the brain within, and therefore, this thickening process does not affect character analysis. The skulls of the insane in post mortem examinations are also occasionally found to be thick and hard, like ivory, a condition which is due to shrinking of the brain.

FRONTAL SINUSES

THE FRONTAL SINUSES

The frontal sinuses are bony cavities located in the antero-inferior portion of the cranium, above the root of the nose, and are formed by the separation of the outer and inner tables of the skull. The outer ridge thus formed, when prominent, denotes perception, force, and energy, and hence, indirectly, reason, for those who are observing and forceful are given to reasoning. In a man who is non-combative by nature, this bony prominence is ordinarily so undeveloped that it is hardly noticeable, and in females it is seldom conspicuous.*

DEVELOPMENT OF THE FRONTAL SIN- USES INDICATES CERTAIN TRAITS OF CHARACTER

It is not suggested that the frontal sinuses in themselves signify force, energy, or any trait or traits, for that would be absurd, but that the prominent ridge upon the base of the forehead which implies their presence indicates a variety of brain within the cranium which does refer to certain specific traits of character.

*The evolution of the nose from its weak, childish outline to one of strength, the development of the frontal sinuses and of the *pomum Adami* (Adam's apple), take place at or about puberty and accompany the change in the voice of a boy to that of a man.

The sinus ridge is seldom conspicuous in the features of women, partly for the reason that female craniums ordinarily project in the central portion of the forehead, preventing the exhibition of a conspicuous prominence just above the eyes and nose, as the surface of the middle and lower portions of the forehead is thus uniformly and equally prominent and smooth, and also because the hollow space within the sinus ridge is doubtless the result of forceful breathing, from infancy upward, which forces air into the sinus area and ultimately, in the course of years, causes the separation of the inner and outer tables of the skull. Women do not speak or breathe as forcefully as men, and consequently the sinus air space and ridge with them does not develop to the same extent.*

**THE SINUS RIDGE
IS SELDOM CONSPICU-
OUS WITH WOMEN**

THE BRAIN IN INFANCY AND CHILDHOOD

Although the configuration of the brain in infancy is different from what it becomes in maturity, every child is born with a predisposition toward that shape of brain and cranium which it ultimately acquires. Soon after birth the brain assumes a semi-globular outline, the gradual enlargement of the cranium representing constantly growing mental power. It is thought by some that the shape of the head is permanently affected (distorted) at birth; this, however, is not the case, for the skull of an unborn child is thin and elastic and the outward pressure of the encephalon is such that the cranium subsequently acquires its normal contour, that is, the shape which harmonizes with its innate predestined character.

**EVERY CHILD IS
BORN WITH A
PREDISPOSITION
TOWARD SHAPE OF
BRAIN AND CRANIUM
OF MATURITY**

The brain before birth is overlaid with a cartilaginous substance which ossifies from various centers, gradually hardening until the bones of the cranium are formed.

The heads of young children are large in proportion

*Additional information concerning the frontal sinus will be found under the Antero-inferior District, page 25.

**THE HIGHEST
CAPACITY OF THE
BRAIN IS REACHED
AT ABOUT FORTY
YEARS OF AGE**

to their bodies and their bodies are large relative to their limbs. Their noses and mouths are relatively small, while their ears and eyes are relatively large.

The greatest alteration in children occurs at or about puberty, after which facial development is rapid until it becomes mature in every detail.

As the mind is exercised the brain grows, finally reaching its highest capacity at about forty years of age. After sixty, and occasionally before this, it begins to diminish in strength, slowly at first but more rapidly as years advance. Weak faculties deteriorate first, the strong ones through exercise occasionally lasting unimpaired until death. With brain workers, mentality is frequently maintained at a high level until approaching dissolution, continuing in some cases even beyond seventy years of age.

SIZE OF BRAIN

**THE BRAIN IS
STRENGTHENED
BY WORK**

As the muscles are cultivated by exercise, so the brain is strengthened by work, but no amount of training will transform a small and feeble encephalon into one of large size or remarkable ability, and by no possible process can the brain of a simpleton be metamorphosed into that of a genius.

**THREE QUALITIES
OF BRAINS, FIRST,
THAT OF THE GENIUS,
SECONDLY, THE ME-
DIUM OR AVERAGE,
AND LASTLY,
THE SUBNORMAL**

There are brains of first quality, as illustrated by the genius; of medium grade, as found in average individuals; and finally, those of low quality, such as are possessed by the dregs of humanity. Brains of the first and last varieties are usually disproportionate to their bodies, the former being extra large, the latter relatively small.

Not more than one per cent of Caucasian male adult heads, all classes included, exceed twenty-three and one-half inches in greatest lateral circumference. English and American mature male heads, in life, average about twenty-two inches and those of females one inch less. Mistakes in the comparison of craniums frequently result

from confounding the measurements of the skull devoid of its integuments (skin and hair), with those of the outer surface of the living head, the circumferential difference between the two varying from one and one-half to two inches.

A certain quantity of brain substance is as necessary for high intellectuality as a certain development of muscle is requisite for great physical strength. When quantity of brain is seriously lacking, imbecility supervenes. The mere circumference of the cranium, however large, is not sufficient evidence as to variety of mentality, for the brain may be extra developed or deficient in length or breadth, the circumference remaining the same. The following are approximately the circumferential proportions of the male head from birth upward:

	<i>Inches</i>
At birth	13
Three months	14
Six years	15
One year	17
Five years	19
Nine years	20
Fifteen years	21
Twenty years	22

**AVERAGE CIRCUM-
FERENCE OF THE
MALE HEAD FROM
BIRTH TO MATURITY**

A circumference of twenty-three inches is large for a mature male head, twenty-four inches is extremely unusual, while twenty-five inches ordinarily indicates a torpid or an unsound mind.

In the development of humanity large brains possibly indicate more ancient ancestry than small brains as, other signs being equal, they refer to higher mentality. Certain children of the same parents may possess older lineage than others, having inherited their various capacities from different ancestors in different degrees. It is not likely that human beings have ascended from one ancestral pair but from many.

STUDENT'S COURSE IN CHARACTEROLOGY

RELATIVE PROPORTIONS OF FEATURES, CRANIUM, HEAD AND BODY

The relative proportions of the features to the cranium evidence intellectuality, thus:

RELATIVE PROPORTIONS OF FEATURES TO CRANIUM AND OF HEAD TO BODY AS EVIDENCING INTELLECTUALITY

(a) A large cranium combined with large features indicates a powerful intellect and sound judgment.

(b) A large cranium associated with small features indicates an active mind and fair judgment.

(c) A small cranium combined with large features indicates a forceful mind but mediocre judgment.

(d) A small cranium associated with small features indicates inferior intellect and poor judgment.

The relative proportion of the head to the body refers to character, thus:

(a) A large head upon a large body indicates mental and physical power but deficient activity.

(b) A large head upon a small body indicates mental activity but deficient stamina and endurance.

(c) A small head upon a large body indicates physical strength but low mentality.

(d) A small head upon a small body indicates both mental and physical activity but deficient power, mentally and physically.

PRIMARY CLASSIFICATION OF BRAINS

RESPECTS IN WHICH BRAINS DIFFER

Brains differ in the following respects:

- | | |
|---------------|------------------|
| (1) Quantity. | (3) Activity. |
| (2) Quality. | (4) Proportions. |

QUANTITY AND QUALITY OF BRAIN ARE MODIFIED BY ACTIVITY

The importance of considering quantity (or size) and quality of the brain has been designated by former writers, while activity has been insufficiently emphasized. Whatever the quantity or quality of the brain may be, its utility is seriously modified by its activity or passivity. Quantity is purely a material attribute, while quality

and activity belong to both brain and mind. Proportions pertain to the brain only.

Quantity, quality and activity are possessed by all brains in different ratios, and the possible combinations in which they occur are illustrated below. The plus signs show strength, while the minus signs express deficiency. When the signs are all plus an exceedingly strong, and when they are all minus, a remarkably weak character is signified.*

POSSIBLE COMBINATIONS OF QUANTITY, QUALITY AND ACTIVITY OF BRAIN

1	2	3	4
Quan. +	Quan. -	Quan. +	Quan. -
Qual. +	Qual. -	Qual. +	Qual. +
Act. +	Act. -	Act. -	Act. +
5	6	7	8
Quan. +	Quan. -	Quan. +	Quan. -
Qual. -	Qual. +	Qual. -	Qual. -
Act. +	Act. -	Act. -	Act. +

(1) *Quantity*: Quantity denotes mass or bulk of brain. Mass, however, may be variously distributed anteriorly, superiorly, posteriorly or laterally, as is illustrated by the dissimilarity in proportions of the brains of all men. A small brain, provided its proportions are symmetrical and quality and activity are conspicuous, may exhibit excellent capacity; while a large one, owing to unfavorable proportions or inactivity or as a result of inferior quality, may show but slight ability. *Remarkable mentality*, however, is rarely present unless cranial proportions are fairly symmetrical and quantity, quality and activity of brain are superior.

Symmetry of cranial proportions is present when the various districts of the brain are harmoniously balanced. A cranium may be uniformly large, medium, or small, and yet be symmetrical.

QUANTITY, QUALITY AND ACTIVITY OF BRAIN PLUS SYMMETRY GIVE MENTALITY

*The abbreviations "Quan." "Qual." and "Act." refer respectively to Quantity, Quality, and Activity.

**FEW SMALL
BRAINED MEN
ACHIEVE
DISTINCTION**

Articles occasionally appear, doubtless written by people who have small heads, in which they claim that size of brain is of slight consequence, but in support of this they are unable to mention any considerable number of small-brained men who have distinguished themselves in undertakings involving deep reason or original thought. That to size of brain success in life cannot be invariably attributed is shown, however, by the fact that while Cuvier, the great scientist, possessed an enormous brain, that of Gambetta, the French patriot, was exceedingly small.

A specialist does not necessarily possess a massive brain, for, provided it is well developed in those parts which apply to his specialty, he will have reasonable capacity in such respects as are requisite for the advancement of the same, while he may have but slight ability otherwise; under which circumstances he will be fairly capable in a selective way but he will not be clever in a general sense. Clever men usually have large brains.

QUALITY OF BRAIN

(2) *Quality:* A brain may be abundant in quantity and active while its quality will be subnormal, and as a result its products will be inferior. Again, a brain which is deficient in quantity and not especially active may be of high quality, so that its output will still be creditable.

The brains of inventors and composers, and in fact of original thinkers generally, are not only large, but broad, of high quality and active.

**INDICATIONS OF
BRAIN QUALITY**

Quality of brain of the memorizing type is indicated internally by the density of its convolutions, and externally by the refinement of the features, by fineness of texture of skin and hair, by smallness of bones, by the intelligence exhibited in the eyes and by the cultivation observable in speech and conduct. In referring to reasoning brains, quality is indicated internally by density of convolutions; externally by extra size and breadth of cranium, by forceful features, and by harmonious cranial proportions.

(3) *Activity:* Next to quantity and quality, activity of brain is to be considered. One might be inclined to think quality and activity were related, or that the latter was the result of the former, but such is not the case, since a brain of average or poor quality may be exceedingly active and one of superior quality may be comparatively inactive.

The distinction between quality and activity may be explained as follows: The author has met men whose brains were of high quality, but they were slow in action, which was shown by the fact that although clever they could not think, act or speak quickly; and again, he has met others who possessed brains which were super-active but, assessed by their output, were of poor quality.

Quantity, quality and activity can again be illustrated by an engine which might be large or small, referring to quantity; of poor or of the finest steel, indicating quality; and either rapid or slow, denoting activity. Activity of brain depends largely upon the quantity and quality of the blood by which it is nourished, just as the energy and speed of an engine depends not only upon construction but upon the quantity and quality of fuel supplied to it.

Small brains, although deficient in power, are often more active than large brains, just as diminutive animals are more energetic although less powerful than those of large proportions; and consequently, small but super-active brains may accomplish much, while those which are large and powerful, owing to inactivity, accomplish little. Large brains are frequently disappointing when super-activity is required, and super-active brains are equally so when power of intellect is requisite.

When a slow brain acts quickly (on impulse), it acts without thought or reason, but given time and its procedures are reliable.

Abnormal activity and excessive lethargy of mind are equally disadvantageous, for the former presages rapid

ACTIVITY OF BRAIN

BRAIN ACTIVITY DEPENDENT UPON BLOOD NOURISHMENT

SMALL BRAINS ARE OFTEN MORE ACTIVE THAN LARGE BRAINS

**VARIATIONS OF
BRAINS INDICATE
DIFFERENT ABILITIES**

**IN CHARACTER
ANALYSIS, QUANTITY,
QUALITY AND
ACTIVITY OF BRAIN
CAN BE EXPRESSED
IN PERCENTAGES**

and rash decisions, while the latter may degenerate into mental stagnation.

Power of intellect of the highest degree is shown when quantity, quality and activity of brain are all conspicuous.

Brains vary in their respective abilities as follows:

(a) A brain which is superior in quantity but deficient in quality and activity is inefficient.

(b) A brain which, although deficient in quantity, is conspicuous for quality and activity is of good utility.

(c) A brain which is superior in quantity and activity but is deficient in quality is of inferior merit.

(d) A brain which is lacking in quantity and quality although active is inefficient.

(e) A brain which is conspicuous for quantity and quality but inactive is inefficient.

(f) A brain which is deficient in quantity and activity although of good quality is inefficient.

(g) A brain which is conspicuous for quantity, quality and activity is the most capable.

(h) A brain which is simultaneously deficient in quantity, quality and activity is the most inefficient.

In analyzing character, quantity, quality and activity of brain can be expressed in percentages. Thus, the brain of Mr. X equals 70 per cent in quantity, 90 per cent in quality and 60 per cent in activity, which total 220 points, and this divided by 3 gives 73.3 per cent average merit; while Mr. Y equals 70 per cent in quantity of brain, 30 per cent in quality, and 95 per cent in activity, which added equals 195 points, and divided by 3 gives 65 per cent average merit. This method of deduction is based on the assumption that quantity, quality and activity are of equal importance in estimating mentality. Computations of this kind involving percentages depend for their degree of accuracy upon

the experience and skill of the delineator. Results are not precise but approximate.

(4) *Proportions*: Not only quantity, quality and activity, but proportions as to height, breadth and length of brain, are to be considered in diagnosis, as thus only can the relative strength and activity of different districts be decided and the variety of mentality inferred.

Viewed anteriorly, there are four types of crania:

- (a) High and broad (memory, reason and judgment good).
- (b) High and narrow (memory good, reason deficient, judgment moderate).
- (c) Low and broad (memory deficient, reason and judgment moderate).
- (d) Low and narrow (memory, reason and judgment poor).

Viewed laterally, there are four types of crania:

- (a) High and long (front to back), memory good, reason and judgment fair.
- (b) High and short (front to back), memory good, reason and judgment mediocre.
- (c) Low and long (front to back), memory medium, reason and judgment poor.
- (d) Low and short (front to back), memory, reason and judgment defective.

Front and side views of the head, however, are to be considered conjointly and their indications balanced against each other in forming conclusions as to the relative development of memory and reason and consequently of judgment, because the two views frequently differ, one being favorable to memory, the other to reason, upon the relative proportions of which two basic faculties judgment is based.

PROPORTIONS OF THE BRAIN

VARIETIES OF CRANIA VIEWED FROM IN FRONT

VARIETIES, VIEWED FROM THE SIDE

FRONT AND SIDE VIEWS MUST BE CONSIDERED CON- JOINTLY IN JUDGING MEMORY AND REASON

STUDENT'S COURSE IN CHARACTEROLOGY

A brain which is superior in (1) quantity, (2) quality, (3) activity and (4) proportions totals 100 per cent in merit, 25 per cent being allowed to each of these qualifications. The degree of intellectuality, therefore, of a brain can be estimated, *approximately*, in percentages, by assigning values not to exceed twenty-five points to each and by adding these amounts together.

SECONDARY CLASSIFICATION OF BRAINS

THE SECONDARY TYPES OF BRAINS

There are three secondary types of brains:

- (1) The *producing* (inventors, composers, designers and artists).
- (2) The *absorbing* (students, savants and discoverers).
- (3) The *disseminating* (authors and instructors).

These varieties do not exist entirely apart and to themselves, for a producing mind must absorb before it can produce, as production depends upon education and the reassembling of knowledge; an absorbing mind absorbs that it may be able to produce or disseminate, and a disseminating mind must produce or absorb before it can disseminate. Each of these terms, however, refers to a variety of mentality which is primarily adept in producing, absorbing or disseminating.

HUMANITY DIVIDED INTO THREE CLASSES MENTALLY

From the standpoint of mentality, humanity can again be divided into three classes:

- (1) Those who seek material gratification.
- (2) Those with whom the intellect is of prime importance.
- (3) Those who aspire toward the spiritual.

To the first class belongs youth, to the second middle age, and to the third old age, although again these tendencies are commingled in most persons.

IDEAL BRAINS

Ideal brains in *a literal and comprehensive sense* do not exist, for no brain is so perfect but that in some respect it could be surpassed. A brain might be approximately ideal in one way, but not in another. A variety of mentality is requisite in worldly affairs and it would be unfortunate if brains were uniformly developed and alike, for under such circumstances features would correspond and all men would be the same in appearance, disposition and abilities; one person could not be distinguished from another and endless confusion would ensue. It is the dissimilarity of minds and hence of brains in human kind which results in marked ability being shown by individuals in different directions, and thus suitable capacity is ever at hand to encompass all departments of thought and work.

In a miscellaneous gathering of say one hundred men, it is difficult to realize that the hundred brains present are so many different implements, each being fashioned unlike the other ninety-nine and hence better adapted for some particular class of work. Failures in business are due primarily to the use of wrong implements; in other words, to the selection of men who possess brains which are not adapted for the work assigned them.

A clever brain at high tension is equal in capacity to many ordinary brains. A brain which is used for heavy work must have abundant rest. Hard work followed by rest and then work again and then rest, is the rule. In this way the most satisfactory results can be obtained.

The brain is enclosed within a sealed case. It begins to operate at birth and is so wonderfully constructed and adjusted that it continues in activity through life.

DOMINANT FACULTIES

Dominant faculties are to the brain what large minded men are to society, masters and leaders. To ascertain in a given case which encephalic areas are commanding and which subservient, the districts of the cranium are

**THE IDEAL BRAIN
DOES NOT EXIST**

**DISSIMILARITY OF
BRAINS AFFORDS THE
VARYING CAPACITIES
REQUIRED FOR ALL
HUMAN ACTIVITIES**

**A CLEVER BRAIN
AT HIGH TENSION
IS EQUAL TO MANY
ORDINARY BRAINS**

**THE BRAIN IS DOM-
INATED BY ITS MOST
HIGHLY DEVELOPED
DISTRICTS**

to be compared, as those which are relatively most highly developed (not in superficial area but in prominence) dominate the brain.

Men are graded as to intellectuality. Those of the same general stratum, however, may be strong in certain characteristics and weak in other ways. The genius is a specialist and is unequal in mental development; he all but invariably possesses a large head, but the proportions of the craniums and features of geniuses differ. Jedadiah Buxton, although but an ignorant peasant, was a marvelous calculator, and a genius in his way, while "Blind Tom," an uneducated plantation negro, possessed great musical talent.

Over-developed encephalic centers may be as objectionable as those which are under-developed, depending upon temperament and the controlling influence of other traits, and upon what portions of the brain are over-developed.

**THE VARIOUS
DISTRICTS OF THE
BRAIN ARE AN-
ALOGOUS TO A
COMMUNITY**

The various districts of the brain might be compared to a community in which the majority rules, but in which an active minority will occasionally gain the ascendancy, and this accounts for an individual acting at times contrary to his supposed character and disposition.

Happenings of one kind excite one encephalic district, and of a different variety another, the super-developed and hence controlling faculties of the brain being most frequently under excitation, while the reverse is the case with those which are under-developed. It is due to frequent use that certain faculties continue to develop and to lack of use that others grow weak.

**INDIVIDUALS
EXERCISE THEIR
PRONOUNCED
FACULTIES**

It is a matter of pleasure for individuals to exercise their pronounced faculties, but it is no gratification for them to bring into play their weak ones. Thus, a man who by nature is aggressive enjoys contention, while one who is non-aggressive dislikes facing an antagonist. An inventor takes pleasure in exercising his ingenuity, a philanthropist delights in succoring the poor, and one who is acquisitive continually endeavors to amass wealth.

AUTHOR'S CHART SHOWING CRANIAL SUBDIVISIONS

The majority of phrenological works during the past century have so closely followed one another in substance that they have been almost like casts from the same mould; and furthermore, it is strange that *up to the present* there has been no improvement made upon the principles promulgated by Gall and Spurzheim and developed by Combe, Vimont, Broussais and others.

It is surprising that there has been *no simple and practical system advanced heretofore for grouping the mental faculties on a broad basis*, and such generalization is one of the aims of the craniological portion of this work. In order to accomplish this it has been necessary to abandon organs (small cerebral areas) in the Gallian sense of the term, and to substitute *comprehensive districts*.

Gall did not consider that memory or reason could be located in any special area of the brain, but as by observation and comparison it becomes evident that certain districts are largely devoted to memory and others pertain equally to reason, his dictum falls to the ground.

DISTRICTS OF THE BRAIN

The author has accordingly mapped out the cranium into *seven districts instead of forty-two* (see Chart M), as has been customary hitherto, each of which is the sphere of influence *not of any one trait but of a group of allied traits*, and the simplicity of this arrangement will be appreciated by those who are acquainted with the complexity of ancient systems. It will also be noticed that *the titles applied to districts are of a nature to indicate the localities upon the cranium to which they belong*, and this likewise will be found a great advantage.

It must be realized, however, that the boundaries of districts as shown on the author's chart (M) are *not intended to be precise but approximate*, for no sharply defined characterological areas exist in the brain as each blends imperceptibly into its neighbor.

GROUPING THE
MENTAL FACULTIES
ON A BROAD BASIS

SEVEN COMPREHEN-
SIVE DISTRICTS OF
THE BRAIN MAPPED
OUT IN THE
McCORMICK SYSTEM

THE TITLES OF
DISTRICTS INDICATE
CRANIAL LOCATIONS

BOUNDARIES NOT
PRECISE BUT
APPROXIMATE

**AUTHOR'S CHART
SHOWING CRANIAL
SUBDIVISIONS**

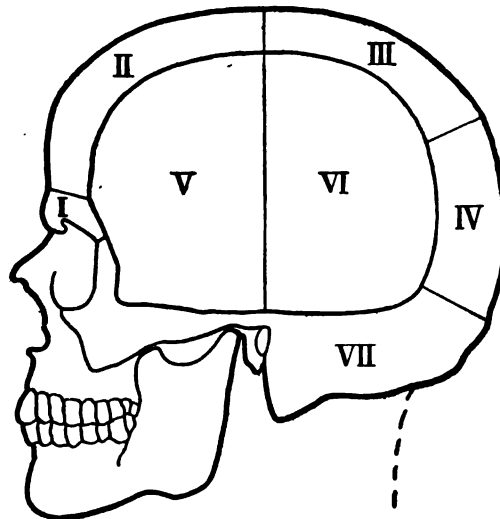
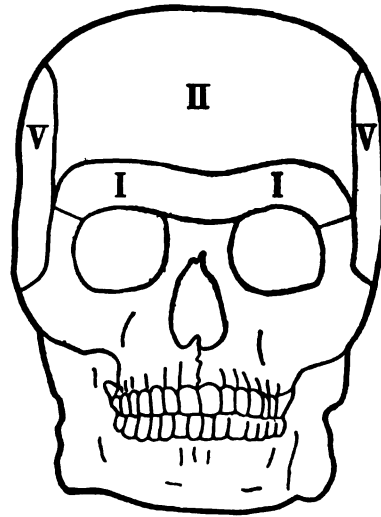


CHART M

AUTHOR'S DISTRICTS OF THE BRAIN

- District I. Antero-Inferior (Perceptive).**
- District II. Antero-Superior (Memorizing).**
- District III. Postero-Superior (Controlling).**
- District IV. Postero-Central (Receptive).**
- District V. Antero-Lateral (Reasoning).**
- District VI. Postero-Lateral (Propelling).**
- District VII. Postero-Inferior (Reproductive).**

Students should endeavor to grasp *the general significance* of all districts, for *there is no individual trait which embraces the full meaning of any district.*

Districts are designated "masculine" which when highly developed refer to masculine traits and those are designated "feminine" which when prominent refer to feminine traits. Masculine districts when depressed refer to feminine traits, while feminine districts when depressed refer to masculine traits.

THE GENERAL SIGNIFICANCE OF ALL DISTRICTS IMPORTANT TO THE STUDENT

CEREBRAL DISTRICTS

- I. Antero-Inferior (masculine).
- II. Antero-Superior (feminine).
- III. Postero-Superior (masculine).
- IV. Postero-Central (feminine).
- V. Antero-Lateral (masculine).
- VI. Postero-Lateral (masculine).
- VII. Postero-Inferior (masculine).

I. *Antero-Inferior (Perceptive) District**

This district, which is frequently referred to in the following pages as "*the perceptive*," lies at the base of the forehead just above the eyes and nose, and includes the "frontal sinus ridge," also termed the "superciliary ridge."

Prominence of this district (see Frontal Sinuses, page 10) becomes evident owing largely to depression of the inferior portion of the antero-superior district (the middle of the forehead), low development of which betokens a poor memory; and as it is largely due to an average or poor memory that reasoning capacity develops, prominence of the antero-inferior district comes to denote reason and traits which accompany a reasoning brain, such as energy, perception, initiative, self-reliance, individuality, assertiveness, executive capacity,

**DISTRICT I—
ANTERO-INFERIOR
DISTRICT (PER-
CEPTIVE)**

**THE ANTERO-
INFERIOR DISTRICT
DENOTES REASON**

*The terms "Anterior," "Posterior," "Superior," and "Inferior" have for convenience been abbreviated and hyphenated, into "Antero-," "Postero-," "Supero" and "Infero," throughout these lessons.

STUDENT'S COURSE IN CHARACTEROLOGY

THE POWER OF
COMPARISON EVIDENCED IN
DISTRICT I

shrewdness, concentration and characterological ability. (Plates 4, 6, 12, 16, and 30.)

The antero-inferior district likewise evidences capacity for judging proportions and dimensions, sizes, weights and measures, and the ability to distinguish between shades of color, all of which capacities are dependent upon the *power of comparison* to which this district in common with District V (Chart M) refers. This latter faculty was erroneously located in the upper forehead by the early phrenologists. Prominence of the antero-inferior district indicates force of character and *is especially conspicuous in the male sex.*

A woman who is even moderately developed in this area invariably possesses a forceful character and her brain is of the reasoning variety; while if a man is under-developed in this district, he is not likely to display initiative or strong masculine traits, although he may possess a superior memory.

The antero-inferior is adjacent to and is so closely allied in significance with the antero-lateral district that they might almost be regarded as one. Prominence in either of these areas bespeaks a practical character and a cogitative mind, but *when they are simultaneously prominent* mentality of the reasoning variety is invariably conspicuous.

The Key Traits which apply to the antero-inferior district are:

KEY TRAITS
APPLYING TO THE
ANTERO-INFERIOR
DISTRICT

High Development	Low Development
Insight.	Memory.
Precision.	Capacity for details.
Assertiveness.	Deficient assertiveness.
Initiative.	Deficient initiative.
Originality.	Deficient originality.
Concentration.	Deficient concentration.
Executive capacity.	Deficient executive capacity.

II. *Antero-Superior (Memorizing) District*

The area comprised in this district could be subdivided as has been customary with the early writers, but the author has found it inadvisable to do so, for the reason that it is impossible to differentiate clearly as to the precise location of traits which are allied in significance, all of which belong to this district as a whole. Prominence here shows a thirst for knowledge and an eagerness to acquire information from all sources; it implies memory, and hence educability; and it will be found that students who are prominent here stand well in their classes, for they absorb knowledge practically without effort. This district, therefore, indicates bookishness, aptitude at languages, capacity for imitation, love of music, art, and literature; it is, however, contrary to individuality, invention and original conception in art, music, philosophy, or otherwise; furthermore, it does not imply endeavor of any description which requires keen analytical and synthetical powers, in other words, *independent* reasoning capacity (Plates 2, 7, 15, 29, and 36).

A musician who is prominent in this district will be a facile imitator and will be able to execute music from memory, and an artist who is prominent here will not be original in his work but owing to his memory for detail will copy accurately either from nature or art. A philosopher who is highly developed in this district will not be original but may be a notable exponent of the views of his predecessors.

This district also denotes love of travel and of literary research; it does not, however, *necessarily* evidence deep learning for that depends upon opportunity and education. It suggests high ideals, a serious reserved disposition, sympathy, timidity and a lack of wit and humor.

Conscientiousness, benevolence and philanthropy are here located, for the reason that people who have lasting memories are haunted, so to speak, by the remembrance

DISTRICT II—
ANTERO-SUPERIOR
DISTRICT (MEM-
ORIZING)

PROMINENCE IN
THIS DISTRICT
EVIDENCES THIRST
FOR KNOWLEDGE

DISTRICT II
CONTRARY TO
INDIVIDUALITY AND
ORIGINALITY

CONSCIENTIOUSNESS
AND BENEVOLENCE
LOCATED IN THE
ANTERO-SUPERIOR
DISTRICT

STUDENT'S COURSE IN CHARACTEROLOGY

MODIFICATIONS OF
THE SIGNS OF
DISTRICT II

of sorrow, suffering or affliction, and to avoid mental anguish thus engendered they lead a moral life, minister unto the poor and afflicted and avoid evil.

When the antero-superior district is high and prominent, the profile of the forehead being vertical, religious convictions (not necessarily orthodox) and appreciation of poetry will be denoted. This area also refers to love of philosophy but not to its creation. When, however, the forehead is but moderately high and broad, and recedes somewhat, the perceptive being well developed, originality and sound reasoning powers can be expected. When, in combination with prominence of this district, the perceptive are undeveloped and physiognomical signs which designate memorizing ability are present, then memory is supreme; sound and original reasoning capacity is inconspicuous, and judgment is defective.

If the cranium when viewed *anteriorly* or *laterally* is peaked in the center, it bespeaks religious inclinations and memory. This shaped head is the result of extra development and consequently upward pressure of the central or coronal portion of the brain. Marked prominence of the antero-superior district is more usual with the female than the male sex.

The Key Traits which apply to this district are:

KEY TRAITS
APPLYING TO THE
ANTERO-SUPERIOR
DISTRICT

High Development

Memory.	Reliability.
Educability.	Conscientiousness.
Literary tendencies.	High ideals.
Sympathy.	Power of imitation.
Benevolence.	Love of poetry.
Religious instincts.	Love of philosophy.

Low Development

Poor memory.
Unsympathetic.
Lacking in benevolence.
Irreligious or unorthodox.

Medium development of this district is contrary to memory and hence indirectly refers to a reasoning brain;

extremely low development, however, is unfavorable to both memory and reason.

III. *Postero-Superior (Controlling) District*

Those who are conspicuously prominent in this district are frequently so unreasonable in their views that not only firmness, but obstinacy, selfishness and conceit are indicated.

The full significance of this area is not evident unless the adjoining antero-superior district is under-developed (Plate 24); for the reason that these areas when simultaneously prominent are antithetical, the antero-superior referring to conscientiousness, benevolence and generosity, the postero-superior to firmness, selfishness and wilfulness, so that when they are simultaneously highly developed they counteract one another, the traits denoted by each being modified by the other and neither group being evident in the character in full force (Plates 3 and 10). The supero-posterior together with the postero-lateral are the forceful districts of the brain, the former displaying wilfulness, the latter aggressiveness. These districts are more frequently prominent in the male sex.

The Key Traits which apply to the postero-superior district are:

High Development		Low Development
Firmness.	Self-esteem.	Gentleness.
Severity.	Self-reliance.	Unassertiveness.
Assertiveness.	Conceit.	Timidity.
Wilfulness.		Yielding disposition.

IV. *Postero-Central (Receptive) District*

This is also known as the *occipital* district.

Prominence here is usual with the female sex and with youths before the age of puberty, but is not common in mature men of strong masculinity or in those who possess deep and original reasoning capacity. Passive or receptive love, which evinces the desire to receive

**DISTRICT III—
POSTERO-SUPERIOR
DISTRICT
(CONTROLLING)**

**DISTRICT III
MODIFIED BY
DISTRICT II**

**KEY TRAITS
APPLYING TO THE
POSTERO-SUPERIOR
DISTRICT**

**DISTRICT IV—
POSTERO-CENTRAL
DISTRICT
(RECEPTIVE)**

STUDENT'S COURSE IN CHARACTEROLOGY

affection rather than bestow it, is here shown, and hence, those who are prominent in this area are not demonstratively affectionate except with the intent to attract love unto themselves. This district also implies love of offspring and of pets, memory and capacity to imitate rather than originate, and when highly developed is accompanied by depression of the postero-inferior district, and conversely, its low development is associated with prominence of the postero-inferior district (Plates 3, 15, 21, 24, 31, and 36). This district is similar to the antero-superior in significance in many respects and is located opposite to it within the cranium.

Low development of the postero-central district is a *masculine sign* and stands for force, will power and decision of character. Those who are undeveloped in this area are individualistic, self-reliant and prone to live a life apart and to themselves.

The Key Traits which apply to this district are:

LOW DEVELOPMENT
OF THE POSTERO-
CENTRAL DISTRICT
INDICATES FORCE

KEY TRAITS
APPLYING TO THE
POSTERO-CENTRAL
DISTRICT

High Development	Low Development
Passive or receptive affection.	Amativeness.
Non-demonstrative.	Aggressiveness.
Love of children.	Wilfulness.
Love of pets.	Individuality.
Aptitude for details.	Self-reliance.
Yielding disposition.	Poor memory.
Memory.	Demonstrative affection.
	Decision of character.

DISTRICT V—
ANTERO-LATERAL
DISTRICT
(REASONING)

V. Antero-Lateral (Reasoning) District

Prominence of this district indicates reasoning capacity and a productive mind, for it is here that independent views and new ideas develop. To this area the processes of analysis, synthesis and constructiveness belong. The heads of inventors, scientists, musical composers, artists, architects and financiers, who possess independent minds and are original in their conceptions, are conspicuous for high development of this area. This is the manufacturing department of the brain (Plates 1, 6, 8, 14,

17, 20, and 25). For this district to exhibit markedly its distinctive traits, however, memory must not be conspicuous. If memorizing signs are numerous, reason will not develop beyond the cogitative stage and originality will be absent.

Self-restraint being dependent upon moral and religious principles and also upon reasoning capacity, may be inferred from prominence of the antero-superior district, which signifies moral principles, and of the antero-lateral, which denotes reason.

As analytical and synthetical capacity are located in the antero-lateral district, this has been designated by the author as the principal reasoning area of the brain. This district is so closely allied with the antero-inferior as a reasoning center, however, that they might almost be combined and regarded as one, and this the author would do, were it not that the antero-inferior includes quick perception, energy, initiative, and capacity for immediate and decisive judgment, which traits do not belong to the antero-lateral.

Simultaneous prominence of Districts I and V (see Chart M) is, therefore, a double sign of reasoning capacity, and hence of sound judgment. Unless high development of this combined area, however, is supported by education, *and that of a kind which supplies material upon which reason operates*, reliable judgment except in trifling affairs or by accident cannot be expected. A manual laborer might be prominent in both of these areas, but owing to lack of education, his reasoning powers would not be of a high order. Originality, to the extent of invention, seldom eventuates unless Districts I and V are simultaneously prominent, and Districts II and IV, which refer to memory, are not too highly developed. The antero-lateral district is more frequently prominent in the male sex.

The Key Traits which apply to the antero-lateral district are:

**MEMORIZING SIGNS
MAY NULLIFY
INDICATIONS OF
DISTRICT V**

**ANALYTICAL AND
SYNTHETICAL CA-
PACITY LOCATED
IN DISTRICT V**

**DISTRICT V
CLOSELY ALLIED
WITH DISTRICT I
AS A REASONING
CENTER**

**HIGH DEVELOPMENT
OF DISTRICTS I AND V
MUST BE SUPPORTED
BY EDUCATION**

STUDENT'S COURSE IN CHARACTEROLOGY

**KEY TRAITS
APPLYING TO THE
ANTERO-LATERAL
DISTRICT**

High Development
Reasoning capacity.
Organizing ability.
Logical.
Broad-minded.
Inventive.
Original.
Cautious.
Practical.
Systematic.
Analytical.
Scientific.
Philosophical.

Low Development
Lack of system.
Unreasonableness.
Incautious.
Lack of originality.
Narrow-mindedness.
Poor reasoning capacity.
Illogical.
Impractical.
Irrational.
Unfair.
Non-scientific.
Non-philosophical.

**DISTRICT VI—
POSTERO-LATERAL
DISTRICT
(PROPELLING)****VI. *Postero-Lateral (Propelling) District***

The postero-lateral district can be aptly described as the engine and boiler department of the brain, for here is located the compelling and propelling powers which give efficiency to all men's efforts. This district is more frequently prominent in the male sex and when highly developed indicates courage, power and aggressiveness.

When this district and districts I, V, and VII are simultaneously prominent, a forceful reasoning brain is indicated.

If the postero-lateral, which denotes force, is prominent and the antero-lateral, which signifies reason, is undeveloped, uncontrolled force will dominate the brain (Plates 24, 27, and 39), but when these districts are equally prominent, force will be guided by reason (Plates 6, 9, 14, 17, and 20).

The Key Traits which apply to the postero-lateral district are:

**KEY TRAITS
APPLYING TO THE
POSTERO-LATERAL
DISTRICT**

High Development
Wilfulness.
Aggressiveness.
Force.
Power.
Courage.
Perseverance.

Low Development
Vacillation.
Timidity.
Submissiveness.
Non-aggressiveness.
Indecision.
Irresolution.

VII. *Postero-Inferior (Reproductive) District*

Prominence of this district is a masculine sign and is usually accompanied by a thick, strong neck, a flat back head and a muscular physique. It is associated with marked development behind the ears on either side of the base of the brain. Prominence of the postero-inferior betokens the instinct of generation, amative-ness, assertiveness, and wilfulness, for men who are highly developed in this area are of forceful and decided character (Plates 1, 9, and 26). It has been demonstrated that this district, which owes its prominence to full development of the cerebellum, has to do with equilibration and coördination of muscular motion; probably, therefore, as stated previously, it also refers to *the coördination of ideas and consequently of thought*, for the presence of the one set of powers could hardly eventuate without the other. This, therefore, is in a sense a reasoning district, for coördination of ideas is at the foundation of reason. It will thus be noticed that an area embracing Districts Nos. I, V, VI, and VII, which includes the entire base of the brain, refers when prominent directly or indirectly to reasoning processes or to such as are necessary to or associated with reason, and this *quadruple area* has accordingly been named by the author the "Reasoning Belt."*

High development of the postero-inferior district implies low development of District IV, while low development of the postero-inferior is accompanied by high development of District No. IV, these two districts being antithetical in significance. Prominence of the postero-inferior district is usual with the male sex and refers to active or assertive love, while high development of District No. IV, is usual with the female sex and indicates passive or receptive love or the desire to be loved.

The Key Traits which apply to the postero-inferior district are:

*A full list of traits which apply to the various districts as above described will be found in Lesson IX.

**DISTRICT VII—
POSTERO-INFERIOR
DISTRICT
(REPRODUCTIVE)**

**THIS DISTRICT
REFERS TO CO-
ORDINATION OF
IDEAS AND OF
THOUGHT**

**THE
"REASONING BELT"**

**PROMINENCE OF THE
POSTERO-INFERIOR
DISTRICT MASCULINE,
LOW DEVELOPMENT,
FEMININE**

STUDENT'S COURSE IN CHARACTEROLOGY

KEY TRAITS
APPLYING TO THE
POSTERO-INFERIOR
DISTRICT

High Development

Amativeness.
Sensuality.
Coördination of ideas.

Low Development

Lack of amativeness.
Lack of sentiment.
Medium reasoning capacity.

BASES FOR LOCATION OF DISTRICTS

When new conclusions are reached, in science, they must be supported by reason and facts. While it would be impossible, for lack of space, to enter into detailed explanation concerning each and all of the conclusions recorded in these pages, a brief exposition of the reasons for certain deductions will here be given, as typical of the processes followed, and others will be dealt with in succeeding lessons.

The location of the memorizing and reasoning districts is the result of years of observation and investigation, covering thousands of examinations. By comparison it was found that the men of the world who were noted for sound reasoning ability were almost without exception prominent in the antero-inferior and antero-lateral districts of their brains. This, therefore, established this combined area as the principal reasoning portion of the brain. On the other hand, the author observed that brains which were prominent in the antero-superior portion were almost invariably possessed by those who had excellent memories. This was thus established as the principal memorizing district. But a confusing element was found to be constantly in operation, which for a long time defied elucidation; its solution was finally found in physiognomy. It was noted that when physiognomical signs of memory were conspicuous in a subject, the brain, *practically regardless of conformation*, was of the memorizing variety, reason not developing beyond the cogitative stage, but that if facial indications of memory were absent or inconspicuous and cranial signs suggested reason, *the brain was invariably of the reasoning variety*.

PHYSIOGNOMICAL
SIGNS OF MEMORY
INVARIABLY POINT
TO MEMORIZING
BRAINS, REGARDLESS
OF CONFORMATION

The traits which pertain to every district of the brain have been ascertained *in a similar manner*, namely, by comparing the heads of *a vast number* of individuals, and noting what marked dispositions accompanied different prominent cranial conformations (Lesson II).

COÖRDINATION OF FEATURES AND DISTRICTS

As particular districts indicate certain traits, and as particular features suggest the same traits, it can be assumed that such districts and the features which have a similar significance are somehow associated. If this premise is correct, a large mouth and full lips coördinate with prominence of the postero-inferior district, as these signs apply equally to the affections; prominent eyes coördinate with prominence of the antero-superior and postero-central districts, as they equally bespeak memory and passive or receptive love; prominence of the bridge of the nose coördinates with prominence of the postero-lateral district, as they both indicate aggressive force; prominence of the base of the forehead coördinates with prominence of the antero-lateral district, as they both show reasoning capacity; and prominent chin and square jaws coördinate with prominence of the supero-posterior district, as they equally denote wilfulness and obstinacy. Prominent cerebral districts signify strength of different groups of traits, while features which have a similar significance, when strong, indicate extra activity of such districts. Districts and features which typify strength or weakness of the same traits, thus reinforce each other. When districts which refer to certain traits are highly developed, but the features which refer to the same traits are weak, the groups of traits thus indicated will be active or inactive according to influencing circumstances but not uniformly active. The choleric temperament increases the strength of all strong traits. The phlegmatic temperament reduces their strength.

**FACIAL FEATURES
AND CRANIAL DIS-
TRICTS, RELATED IN
SIGNIFICANCE**

**DISTRICTS AND
FEATURES TYPIFY-
ING STRENGTH
OR WEAKNESS
REINFORCE
EACH OTHER**

HOW DISTRICTS COMBINE IN ACTION

HOW THE DISTRICTS
COMBINE IN ACTION

The manner in which districts combine in action is illustrated as follows: If the antero-inferior district, which denotes *perception* and *quick decision* and the postero-superior, which betokens *firmness*, were simultaneously prominent, decided opinions regarding a stranger would be immediately formed and would be unchangeable. If, on the other hand, the antero-inferior was prominent and the postero-superior was undeveloped, decided views would be quickly formed and as readily altered. If, however, the antero-inferior, which likewise implies *shrewdness*, and the antero-superior, which indicates *benevolence*, were simultaneously prominent, an individual would be benevolent, but would be exceedingly shrewd and cautious not to bestow assistance upon unworthy individuals. If the postero-superior, which indicates *firmness*, and the postero-inferior, which refers to *active affection*, were simultaneously conspicuous, the possessor would not only be actively affectionate but steadfast in his affection.

WHEN ONE DISTRICT
IS DEPRESSED AND
ITS NEIGHBOR PROM-
INENT, THE ONE
INTENSIFIES THE
SIGNIFICANCE OF
THE OTHER

When one district is *depressed* and its neighbor is *prominent*, the one magnifies the significance of the other. Thus firmness, as shown by prominence of District III, is rendered emphatic by lack of sympathy, as shown by depression of District II, for one who is lacking in sympathy is especially firm. Aggressiveness as illustrated by prominence of District VI is emphasized by lack of reasoning capacity as shown by low development of District V, for a person who is lacking in reasoning capacity is especially aggressive. On the other hand, simultaneous prominence of adjoining districts modifies and reduces the significance of such districts. Thus, prominence of District III, which suggests firmness, is modified by benevolence and kindness as shown by prominence of the adjoining District II; and prominence of District VI, which denotes aggressiveness, is modified by prominence of the adjoining District V, which evidences reason, for those who possess reasoning brains control their aggressive tendencies.

Plate 17
LUDWIG VON BEETHOVEN
COMPOSER—1770-1827

Lesson VIII—Page 37



(ANTERIOR VIEW)

Conspicuous Features

1. Large head and massive brain.
2. Vertical profile.
3. Nose small but broad.
4. Mouth large, sloping downward at the sides.
5. Perceptives inconspicuous.
6. Jaws exceedingly broad.

History

Ludwig von Beethoven was a German by birth but was of Dutch descent. He was born at Bonn. He was a composer of symphonies, sonatas, and an opera. In 1792, he was sent by the Elector to Vienna to study under



(LATERAL VIEW)

Haydn. In 1798 he was afflicted by a defect in his hearing which gradually produced total deafness.

Character from Mask

The craniological signs of music are conspicuous. The unusual breadth of the anterior portion of his brain shows constructive ability which he applied to musical composition. His downward sloping mouth suggests a serious disposition. The great breadth of jaws and firm lips express power and perseverance in pursuit of his art. His features were refined, demonstrating the ideality which influenced his productions and carried them to a high degree of perfection.

Plate 18
FRANZ LISZT
COMPOSER—1811-1886



(ANTERIOR VIEW)

Conspicuous Features

1. Arched profile.
2. Square jaws.
3. Broad Roman nose.
4. Prominent chin.
5. Large mouth with full lips.
6. Prominent perceptive.

History

Franz Liszt (1811-1886) was a Hungarian composer of music. He was a marvelous pianist, and his supreme command of technique was forgotten by his hearers in admiration of the poetic qualities of his playing. His musical compositions were numerous.



(LATERAL VIEW)

Character from Mask

Liszt's is a strong face of admirable proportions, except the jaws, which are too pronounced. The breadth of the lower face manifests perseverance, wilfulness and force, while the full lips reveal sentiment and pathos as exhibited in his musical interpretations. His large Roman nose displays energy and aggressive power so necessary to the production of music of a grand and classic description.

His prominent perceptive and broad forehead refer to initiative, originality, individuality, power of comparison, quick perception and constructive talent. His well-balanced profile suggests refinement in execution and an artistic temperament, which traits in combination produced a renowned musician.

TEST QUESTIONS ON LESSON VIII

(Before undertaking Lesson IX, be sure you can answer, satisfactorily to yourself, the following Test Questions on Lesson VIII.)

1. *What is the difference between brain and mind? How does the brain operate? What are the two divisions of the brain? Which division refers to coördination?*
2. *How have the different areas of the brain been determined?*
3. *Define the frontal sinuses. What traits are suggested by the development of the frontal sinus ridge?*
4. *At what age is highest brain capacity reached? By what is the normal brain strengthened? What are the three qualities of brain?*
5. *Give the evidences of a large cranium combined with large features. With small features. Of a small cranium and large features.*
6. *Give the four relations of head to body as referring to character.*
7. *What are the four primary classifications of brains? How is quantity of brain modified? Can a brain be active in part, and yet not be above average in activity as a whole?*
8. *How is quality of brain indicated? How does activity of brain differ from quality?*
9. *Name four variations of brains as to proportions and respective abilities. How are quantity, quality and activity of brain expressed in character analysis?*
10. *Name the four varieties of brains viewed in front. Name four viewed from the side. How must front and side views be considered in judging memory and reason?*
11. *What are the three secondary classifications of brains?*
12. *Does the ideal brain exist? What does dissimilarity of brains afford in the activities of the world?*

TEST QUESTIONS

13. *To what may the various districts of the brain be likened?*

14. *Name the seven districts of the brain as defined in the McCormick system. What do the titles of these districts indicate? Are the boundaries exact?*

15. *Name and locate District I. What main faculty does it denote? Name four key traits applying to it when highly developed. Four with low development.*

16. *Name and locate District II. What main faculty does it denote? Name six key traits applying to it when highly developed. Four with low development.*

17. *Name and locate District III. What main faculty does it denote? What key traits apply to it when highly developed? What with low development?*

18. *Name and locate District IV. What main faculty does it denote? When is it a "masculine" and when a "feminine" sign? Give four key traits applying to it when highly developed. Four with low development.*

19. *Name and locate District V. What main faculty does it denote. What signs may nullify its indications? Give four key traits applying to it when highly developed. Four with low development.*

20. *Name and locate District VI. What main faculty does it denote? What key traits apply to it when highly developed? What with low development?*

21. *Name and locate District VII. What is its main indication? With what districts does it form, in combination, the "Reasoning Belt"? What key traits apply to it when highly developed? What with low development?*

22. *How has the author located the cranial districts?*

23. *What can be assumed as to coördination of features and districts?*

24. *How do districts combine in action?*

25. *When one district is depressed and its neighbor is prominent, what is the result?*

CHARACTEROLOGY

AN EXACT SCIENCE

IN FIFTEEN LESSONS

LESSON IX

CHARACTEROLOGICAL DICTIONARY

"Every human face is a hieroglyphic and a hieroglyphic too which admits of being deciphered, the alphabet of which we carry about with us already perfected. As a matter of fact the face of a man gives us fuller and more interesting information than his tongue, for his face is a compendium of all his thoughts and endeavors, so that every one may be worth attentive observation although every one may not be worth talking to."—Schopenhauer.

THE lists of traits enumerated in this Lesson will prove of invaluable assistance to memory in precise and extended analytical work, although in casual analysis reference to it will soon become unnecessary.

In practice, an observer can clothe these words in language to suit each individual case. Usually, however, it will be found advisable merely to mention briefly traits which apply to a subject, and resist the temptation to surround them with verbiage, as such decoration is unessential and is likely to obscure the meaning. Superfluous phraseology and too few facts have been customary with analysts in the past.

An analyst should cultivate precise language. A reading, if poorly expressed, loses its force and effect. An apt expression once made use of should not be forgotten. It is by practice alone that the development of a suitable vocabulary can be acquired.

In the following dictionary, traits which are broadly similar are grouped together, and words, the meanings

**LISTS OF TRAITS IN
THIS LESSON OF
INVALUABLE ASSIST-
ANCE IN DIAGNOSIS**

**AN ANALYST
SHOULD CULTIVATE
THE USE OF PRECISE
LANGUAGE**

STUDENT'S COURSE IN CHARACTEROLOGY

of which are not ordinarily understood, have been omitted from the list.

Synonymous terms are included for the reason that they are seldom precisely alike in significance. A delineator is thus enabled to select words which precisely express his meaning; and furthermore, traits can thus be emphasized.

When a strong combination of signs show the same unfavorable trait, forceful adjectives are requisite; and such are often useful in describing the character of the insane, of criminals and of the dregs of humanity.

**OBJECTIONABLE
TERMS NEED SELDOM
BE EMPLOYED**

When traits are particularly conspicuous, emphatic terms, such as "*extraordinarily*," "*remarkably*," or "*decidedly*," may be used. On the other hand, when traits are not strongly displayed in the character, qualifying adverbs, such as "*moderately*," "*fairly*," "*slightly*," or "*somewhat*," should be employed. Objectionable terms as listed below need seldom be employed, except in extreme cases. Low or subnormal development ordinarily can be designated satisfactorily by stating that a subject is "*lacking or deficient*" in certain favorable traits, or that certain favorable traits "*require cultivating*," which are less objectionable methods of expression than the employment of uncomplimentary terms. Unpleasant truths should be spoken in diplomatic language, so that the most fastidious cannot take offense. Thus, it would be more considerate to state that a subject was *lacking in decision* than to say bluntly that he possessed a *weak* character. By the use of qualifying words the unfavorable lists *can usually be omitted* from consideration so that much time can be saved, and the feelings of a subject will not be injured. At the conclusion of readings persons under analysis have frequently remarked to the author, "But you have said nothing disagreeable," to which he has replied that he had omitted nothing, but that a number of statements

**UNPLEASANT TRUTHS
SHOULD BE SPOKEN
IN DIPLOMATIC
LANGUAGE**

which might have been worded harshly had been kindly stated.

A subject should be informed that prominent traits favorable or unfavorable which *are not mentioned* by an analyst do not pertain to him, and *this is the reason they are not mentioned*.

It is interesting and frequently possible, especially with subjects of decisive personality, to select *one word or a brief phrase* which will aptly describe the prevailing character of an individual. A word of this description is an *index to the character* of the man.

In referring to features and cranial districts throughout these lessons, the author has made use interchangeably of such terms as *indicates, suggests, signifies, refers to, evidences, implies, denotes*, etc., this or that trait of character, meaning that the sign of the trait is present but that confirmatory and negative indications *are to be weighed* by an analyst before deciding as to its strength or activity in individual cases. *From no one feature, facial or cranial, can the activity of a trait be invariable and definitely inferred regardless of the influence of other traits and of temperament. This rule cannot be too strongly impressed upon the mind of the student. This is the keynote of analysis.*

The extreme value of the following lists, in diagnosis, is shown by the fact that by consulting them an experienced analyst can make from one to two hundred distinct statements, while without them he can seldom exceed fifty. A characterological dictionary of this description *has not hitherto been formulated*.

Key traits, applying to the various districts, which have been selected from these lists, will be found in Lesson VIII.

IT IS POSSIBLE TO
SELECT ONE WORD
OR PHRASE WHICH
WILL INDEX THE
CHARACTER OF
A SUBJECT

FROM NO ONE
FEATURE CAN THE
ACTIVITY OF A TRAIT
BE INFERRED WITH-
OUT CONSIDERING
THE INFLUENCE OF
OTHER TRAITS AND
TEMPERAMENT

THE FIRST
CHARACTEROLOGICAL
DICTIONARY

STUDENT'S COURSE IN CHARACTEROLOGY

TRAITS OF THE
ANTERO-INFERIOR
DISTRICT

MANY TRAITS OF THIS DISTRICT REFER TO THE CHOLERIC TEMPERAMENT, WHEN THE DISTRICT IS HIGHLY DEVELOPED, AND TO THE PHLEGMATIC TEMPERAMENT IN LOW DEVELOPMENT

LISTS OF TRAITS

*District No. 1, Antero-Inferior District**

This district *when prominent* is masculine.†

Many of the traits listed in this district under "High Development" might as appropriately be included in the *choleric* temperamental list, while some of those included under "Low Development" belong equally well to the *phlegmatic* temperamental list (see temperamental lists below).

The following traits pertain to this district:

High Development		Low Development
Instinctive.	Exact.	Inaccurate.
Intuitive.	Concise.	Inexact.
Keen.	Positive.	Inattentive.
Shrewd.	Energetic.	Unobservant.
Sagacious.	Explicit.	Unsuspecting.
Far-sighted.	Critical.	Non-concentrative.
Penetrating.	Skeptical.	Credulous.
Observing.	Suspicious.	Thoughtless.
Discerning.	Incredulous.	Inexplicit.
Accurate.	Enterprising.	Non-critical.
Emphatic.	Initiative.	Non-assertive.
Precise.	Assertive.	Unenterprising.

District No. II, Antero-Superior District

This district *when prominent* is feminine.

There are two classes of traits or aptitudes belonging to this district, namely, A and B. The first or Class A refers in a general sense to memory, learning, education and the like; the second, Class B, to benevolence, kindness, sympathy and kindred traits.

*See Chart M, Lesson VIII, for references to cranial districts.

†This is designated a masculine district for the reason that the traits to which it refers (when prominent) are more usual with the male than the female sex. A similar explanation applies to all districts throughout this Lesson, according as they are designated *masculine* or *feminine*.

TRAITS OF THE
ANTERO-SUPERIOR
DISTRICT

CHARACTEROLOGICAL DICTIONARY

Lesson IX—Page 7

High Development		Low Development
A	B	A
Intellectual.	Religious.	Forgetful.
Intelligent.	Devout.	Illiterate.
Literary.	Just.	Unintellectual.
Studious.	Honest.	
Scholarly.	Loyal.	
Educable.	Charitable.	
Clever.	Peaceable.	
Talented.	Obliging.	
Accomplished.	Accommodating.	
Learned.	Philanthropic.	
Erudite.	Benevolent.	
Well-read.	Unselfish.	
Well-educated.	Considerate.	
Good memory.	Civil.	

CLASS "A" TRAITS
REFER TO MEMORY
AND LEARNING,
CLASS "B" TRAITS
TO BENEVOLENCE
AND KINDNESS

High Development		Low Development
B	B	B
Constant.	Courteous.	Ungrateful.
Consistent.	Compassionate.	Uncharitable.
Reliable.	Tender-hearted.	Unforgiving.
High-minded.	Sympathetic.	Unsympathetic.
High ideals.	Grateful.	Suspicious.
Confiding.	Conciliatory.	Politic.
Trusting.	Staunch.	Irreligious.
Trustworthy.	Artless.	Irreverent.
Conscientious.	Genuine.	Unaccommodating.
Truthful.	Upright.	Unobliging.
Candid.	Conservative.	
Sincere.	Patient.	
Innocent.	Equitable.	
Reverent.	Respectful.	
Moral.	Dutiful.	
Idealistic.	Discreet.	
Kind.		

STUDENT'S COURSE IN CHARACTEROLOGY

The traits mentioned above in Class B under "Low Development" are applicable only when the district is *markedly undeveloped*.

District No. III, Postero-Superior District

This district *when prominent* is masculine.

Some of the following traits under "High Development" pertain as appropriately to the *choleric* temperamental list below, and some of those under "Low Development" equally apply to the *phlegmatic* temperamental list below, but as they are entered here they have been omitted from such lists.

SOME OF THE
TRAITS OF THE
POSTERO-SUPERIOR
DISTRICT ARE
CHOLERIC, OTHERS
ARE PHLEGMATIC

High Development		Low Development
Self-reliant.	Exacting.	Unaffected.
Self-confident.	Determined.	Unselfish.
Self-possessed.	Obstinate.	Wavering.
Self-centered.	Stubborn.	Vacillating.
Self-important.	Tenacious.	Changeable.
Uncharitable.	Unyielding.	Ambiguous.
Boastful.	Unadaptable.	Irresolute.
Conceited.	Resolute.	Variable.
Opinionated.	Strong-willed.	Timid.
Fixed aims.	Decided.	Weak-willed.
Affected.	Steadfast.	Easily led.
Bigoted.	Unforgiving.	Faint-hearted.
Condescending.	Unrelenting.	Inconsequential.
Presumptuous.	Callous.	Yielding.
Consequential.	Prejudiced.	
Pretentious.	Unjust.	
Formal.	Unfair.	
Independent.	Unobliging.	
Firm.	Tactless.	
Severe.	Selfish.	
Austere.	Cold-hearted.	
Cruel.	Hard-hearted.	
Authoritative.	Unaccommodating.	

District No. IV, Postero-Central or Occipital District

This district *when prominent* is feminine.

High Development

The desire to be loved.	Domestic.
Receptively affectionate.	Home-loving.
Good memory.	Child-loving.
Good at details.	Love of pets.
Imitative.	

Low development of this district is usual in the male sex and refers to reason and traits which accompany reason, and this eventuates because it is contrary to memory. *This is not* a reasoning district in a positive sense.

**TRAITS OF THE
POSTERO-CENTRAL
DISTRICT**

**LOW DEVELOPMENT
OF THIS DISTRICT
IN THE MALE SEX
REFERS TO REASON**

District No. V, Antero-Lateral District

This district *when prominent* is masculine.

High Development

Low Development

Broad-minded.	Reflective.	Narrow-minded.
Good judgment.	Reasoning.	Absent-minded.
Stable character.	Unprejudiced.	Thoughtless.
Astute.	Unbiased.	Illogical.
Profound.	Fair minded.	Irrational.
Deep.	Unambiguous.	Visionary.
Subtle.	Progressive.	Unreasonable.
Concentrative.	Capable.	Unscientific.
Deductive.	Witty.	Unskilful.
Introspective.	Humorous.	Unpractical.
Constructive.	Mirthful.	Unoriginal.
Creative.		Unadaptable.
Analytical.		Unimaginative.
Discriminating.		Undiscriminating.

**TRAITS OF THE
ANTERO-LATERAL
DISTRICT**

STUDENT'S COURSE IN CHARACTEROLOGY

	High Development (Continued)	Low Development (Continued)
	Investigating.	Resourceful.
	Calculating.	Systematic.
	Convincing.	Orderly.
	Logical.	Acquisitive.
	Scientific.	Economical.
	Mechanical.	Thrifty.
	Dextrous.	Provident.
	Skilful.	Ambitious.
	Adaptable.	Judicious.
	Practical.	Cautious.
	Inventive.	Prudent.
	Original.	Thoughtful.
	Imaginative.	Considerate.
	Speculative.	Discreet.
	Clear-headed.	Diplomatic.
	Executive ability.	Tactful.
	Organizing ability.	Cogitative.
	Business ability.	Contemplative.
	Meditative.	Good taste.
		Unsystematic.
		Unbalanced.
		Extravagant.
		Improvident.
		Rambling.
		Imprudent.
		Prodigal.
		Inconsistent.
		Inefficient.
		Superstitious.
		Superficial.
		Incompetent.
		Shallow.
		Prejudiced.
		Ambiguous.
		Short-sighted.

TRAITS OF HIGH
DEVELOPMENT ARE
ESPECIALLY MARKED
WHEN DISTRICT I IS
ALSO PROMINENT

The traits listed under high development above *are especially conspicuous* when District No. I is likewise prominent.

District No. VI, Postero-Lateral District

TRAITS OF THE
POSTERO-LATERAL
DISTRICT

This district *when prominent* is masculine.

Some of the traits entered in this District under "High Development" might as appropriately be included in the *choleric* temperamental list below, while those under "Low Development" might be included in the *phlegmatic* list, but to avoid repetition they are mentioned here only.

High Development

Forceful.
Fearless.
Courageous.
Industrious.
Strong.
Persevering.
Diligent.
Persistent.
Grasping.
Pugnacious.
Pugilistic.
Combative.
Quarrelsome.
Excitable.

Low Development

Timid.
Apprehensive.
Weak.
Submissive.
Vacillating.
Calm.
Indolent.
Cowardly.
Feeble.
Slow.
Inactive.
Non-aggressive.
Dilatory.
Deliberate.

**HIGH DEVELOPMENT
TRAITS ARE CHOLERIC,
LOW DEVELOPMENT,
PHLEGMATIC**

District No. VII, Postero-Inferior District

This district *when prominent* is masculine.

High Development

Affectionate.
Loving.
Amative.
Sensual.
Ardent.
Sentimental.
Devoted

Low Development

Lacking in amateness.
Unsentimental.
Undemonstrative.
Cold.
Distant.
Unfriendly.
Unsociable.

**TRAITS OF THE
POSTERO-INFERIOR
DISTRICT**

TEMPERAMENTAL TRAITS

[Traits entered in the following lists do not belong to any particular cranial districts sufficiently clearly to be assigned to them, but are deduced from facial, cranial, pathognomical and temperamental signs, in combination.]

**TEMPERAMENTAL
TRAITS DEDUCED
FROM SIGNS IN
COMBINATION**

STUDENT'S COURSE IN CHARACTEROLOGY

*Choleric (Active Traits)*LIST OF TRAITS
OF THE CHOLERIC
TEMPERAMENT
(ACTIVE TRAITS)

(See signs of Choleric temperament, Lesson III.)

Favorable	Unfavorable
Affable.	Excitable.
Animated.	Petulant.
Inspiring.	Dissatisfied.
Coquettish.	Discontented.
Flattering.	Fault-finding.
Prompt.	Disobedient.
Punctual.	Unruly.
Alert.	Inconsiderate.
Active.	Controversial.
Vigorous.	Disputatious.
Spirited.	Contradictory.
Gay.	Tempestuous.
Enthusiastic.	Autocratic.
Informal.	Dictatorial.
Irrepressible.	Egotistical.
Restless.	Arrogant.
Talkative.	Arbitrary.
Communicative.	Precipitate.
Vivacious.	Reckless.
Sprightly.	Intrepid.
Jocular.	Hazardous.
Buoyant.	Indiscreet.
Demonstrative.	Undiplomatic.
Emotional.	Antagonistic.
Responsive.	Uncivil.
Appreciative.	Disagreeable.
Curious.	Retaliatory.
Diligent.	Despotic.
Impatient.	Overbearing.
Eloquent.	Domineering.
Hopeful.	Dogmatic.
Sanguine.	Masterful.
Optimistic.	Drastic.
Sensitive.	Whimsical.
	Mischievous.
	Treacherous.
	Slanderous.
	Cynical.
	Inconsistent.
	Designing.
	Provoking.
	Crafty.
	Impulsive.
	Visionary.
	Sarcastic.
	Tyrannical.
	Implacable.
	Relentless.
	Unscrupulous.
	Rash.
	Wayward.
	Changeable.
	Hysterical.
	Emotional.
	Taciturn.
	Flighty.
	Flippant.
	Frivolous.
	Fanciful.
	Impolitic.
	Complaining.
	Inquisitive.
	Restless.
	Fretful.
	Revengeful.

Favorable (Continued)

Joyous. Pleasant.
Friendly. Amiable.
Sociable. Indefatigable.
Cordial. Hospitable.
Genial. Companionable.
Agreeable. Neighborly.

Unfavorable (Continued)

Arbitrary. Quarrelsome.
Aggressive. Dangerous.
Insolent. Fickle.
Discourteous. Capricious.
Disdainful. Fastidious.

Phlegmatic (Passive Traits)

(See signs of the Phlegmatic temperament, Lesson III.)

Favorable

Uninquiring.	Sedate.	Uncomplaining.
Unpretentious.	Contented.	Unassuming.
Unostentatious.	Serious.	Unaffected.
	Composed.	

Unfavorable

Tranquil.	Uncongenial.	Unenvious.
Unromantic.	Unneighborly.	Incompetent.
Unentertaining.	Inhospitable.	Incapable.
Unimpressive.	Low-spirited.	Dependent.
Unprogressive.	Undecided.	Melancholic.
Unanimated.	Morbid.	Morose.
Unenterprising.	Reserved.	Lanquid.
Unenthusiastic.	Apathetic.	Non-confiding.
Undemonstrative.	Lethargic.	Ambiguous.
Unresponsive.	Idle.	Shiftless.
Unemotional.	Casual.	Inefficient.
Unappreciative.	Careless.	Miserable.
Uncommunicative.	Listless.	Thriftless.
Unpunctual.	Dull.	Disconsolate.
Uncertain.	Stolid.	Cheerless.
Unresisting.	Despondent.	Joyless.
Unaspiring.	Depressed.	Wearisome.
Unambitious.	Taciturn.	Wretched.
Unfriendly.	Pessimistic.	Unhappy.
Unsociable.	Silent.	Stupid.

**LIST OF TRAITS OF
THE PHLEGMATIC
TEMPERAMENT
(PASSIVE TRAITS)**

STUDENT'S COURSE IN CHARACTEROLOGY

UNCLASSIFIED WORDS AND PHRASES

Referring to Abilities, Tendencies, Attributes and Capacities

MISCELLANEOUS WORDS AND PHRASES

All signs, physiognomical, phrenological, pathognomical and temperamental, are to be consulted in deciding which of the following traits or qualities are possessed by a subject.

Favorable

Prepossessing.	Conservative.
Charming.	Attractive.
Captivating.	Aristocratic.
Fascinating.	Cultured.
Amiable.	Refined.
Courteous.	Æsthetic.
Romantic.	Luxurious.
Entertaining.	Fastidious.
Polished.	Chivalrous.
Congenial.	Fluent mind.
Ambitious.	Balanced character.
Exuberant spirits.	Unique character.
Average ability.	Comprehensive views.
Great ability.	Liberal views.
Exceptional ability.	Unusual capacity.
Extraordinary ability.	Military proclivities.
General ability.	Acute sensibility.
Unique opinions.	Fertile imagination.
Mature mind.	Striking personality.

Unfavorable

Cowardly.	Unscrupulous.
Deceitful.	Unreliable.
Underhanded.	Penurious.
Hypocritical.	Stealthy.
Vicious.	Exclusive.
Malicious.	Ostentatious.
Fanatical.	Unprepossessing.

Unfavorable (Continued)

Merciless.	Simple-minded.
Avaricious.	Weak-minded.
Secretive.	Narrow-minded.
Plausible.	Short-sighted.
Unkind.	Over-credulous.
Rambling mind.	Grasping tendencies.
Difficult to please.	Treacherous.
Unbridled temper.	Poor judgment.
Impulsive.	Roving disposition.
Changeable.	Mediocre ability.
Extravagant.	Undigested opinions.
Radical views.	Tendency to extremes.

Tendencies and Tastes

The following tendencies and tastes are indicated by physiognomical, phrenological, pathognomical and temperamental signs in combination. Love of—

**TENDENCIES AND
TASTES INDICATED
BY SIGNS IN
COMBINATION**

Scheming.	Friends.	The sublime.
Meditation.	Animals.	The beautiful.
Planning.	Pets.	The curious.
Independence.	Notoriety.	Details.
Ease.	Fame.	Dress.
Idleness.	Applause.	Bright colors.

Likes and Dislikes

Work.	Distinction.	Neutral tints.
Application.	Argument.	Food.
Society of	Conversation.	Drink.
the same sex.		Flowers.
Society of the		Outdoor life.
opposite sex.		Indoor life.
Society in general.		City life.
Admiration.		Country life.

STUDENT'S COURSE IN CHARACTEROLOGY

Amusements and Occupations

**LISTS OF
AMUSEMENTS AND
OCCUPATIONS—
ALL SIGNS TO BE
CONSIDERED, IN
COMBINATION**

In deciding as to the amusements or recreations preferred by a subject, physiognomical, phrenological, pathognomical, and temperamental signs in combination are to be considered, and further, the *relative proportions* not only of the cranium and features but also of the body and limbs and of the hands and feet are of importance.

Golf.	Skating.	Shooting.
Cricket.	Skiing.	Fishing.
Football.	Tobogganning.	Riding.
Hockey.	Sleighing.	Driving.
Baseball.	Motoring.	Polo.
Tennis.	Cycling.	Aeroplaning.
Rackets.	The Opera.	Boating.
Croquet.	The Theater.	Traveling.
Athletics	Singing.	Exploring.
(Indoor).	Dancing.	Cards.
Athletics	Walking.	Chess.
(Outdoor).	Hunting.	Billiards.
Exercise.		Collecting.
Swimming.		Correspondence.

TRAITS AND APTITUDES

*To be Considered**in the selection of a profession or occupation*

(See Lesson XV)

By entering percentages opposite each trait in any one of the following lists of traits and dividing the sum total of such percentages by the number of traits in such list, the capacity or suitability *in percentages* of an individual who belongs to or aspires to such occupation or profession can be ascertained. A list should be copied, before thus entering same, so as not to deface the volume.

Desirable for Artists and Architects

- | | |
|--------------------------|--------------------------|
| 1. Clever. | 19. Meditative. |
| 2. Talented. | 20. Creative. |
| 3. Sympathetic. | 21. Resourceful. |
| 4. Idealistic. | 22. Cogitative. |
| 5. Self-reliant. | 23. Contemplative. |
| 6. Self-confident. | 24. Industrious. |
| 7. Tenacious. | 25. Persevering. |
| 8. Initiative. | 26. Enthusiastic. |
| 9. Subtle. | 27. Sanguine. |
| 10. Concentrative. | 28. Indefatigable. |
| 11. Deductive. | 29. Keen perception. |
| 12. Creative. | 30. Refined taste. |
| 13. Decided views. | 31. High ideals. |
| 14. Comprehensive views. | 32. Constructive ability |
| 15. Dextrous. | 33. Unique views. |
| 16. Skilful. | 34. Good judgment. |
| 17. Original. | 35. Memory. |
| 18. Imaginative. | 36. Reason. |

**LISTS OF OCCU-
PATIONAL TRAITS—
TO BE ENTERED
IN PERCENTAGES**

**TRAITS DESIRABLE
FOR ARTISTS AND
ARCHITECTS**

STUDENT'S COURSE IN CHARACTEROLOGY

TRAITS DESIRABLE FOR AUTHORS (SCIENTIFIC)

Traits Desirable for Authors (Scientific)

- | | |
|--------------------|---------------------|
| 1. Subtle. | 18. Original. |
| 2. Concentrative. | 19. Systematic. |
| 3. Deductive. | 20. Persevering. |
| 4. Introspective. | 21. Industrious. |
| 5. Analytical. | 22. Masterful. |
| 6. Critical. | 23. Self-reliant. |
| 7. Discriminating. | 24. Observing. |
| 8. Investigating. | 25. Meditative. |
| 9. Calculating. | 26. Scientific. |
| 10. Convincing. | 27. Practical. |
| 11. Reasoning. | 28. Inventive. |
| 12. Logical. | 29. Assertive. |
| 13. Far-sighted. | 30. Broad-minded. |
| 14. Progressive. | 31. Profound. |
| 15. Resourceful. | 32. Imaginative. |
| 16. Creative. | 33. Sound judgment. |
| 17. Constructive. | |

TRAITS DESIRABLE FOR AUTHORS (NON-SCIENTIFIC)

Traits Desirable for Authors (Non-scientific)

- | | |
|--------------------|-------------------|
| 1. Idealistic. | 13. Persevering. |
| 2. Concentrative. | 14. Enterprising. |
| 3. Analytical. | 15. Observing. |
| 4. Critical. | 16. Broad-minded. |
| 5. Discriminating. | |
| 6. Investigating. | |
| 7. Convincing. | |
| 8. Cogitative. | |
| 9. Reflective. | |
| 10. Progressive. | |
| 11. Resourceful. | |
| 12. Explicit. | |

Traits Desirable for Bankers

- | | |
|--------------------|---------------------------|
| 1. Conscientious. | 33. Systematic. |
| 2. Courteous. | 34. Reflective. |
| 3. Upright. | 35. Persevering. |
| 4. Equitable. | 36. Enterprising. |
| 5. Concentrative. | 37. Masterful. |
| 6. Analytical. | 38. Self-reliant. |
| 7. Critical. | 39. Discerning. |
| 8. Discriminating. | 40. Observing. |
| 9. Investigating. | 41. Good judgment. |
| 10. Calculating. | 42. Practical. |
| 11. Convincing. | 43. Courageous. |
| 12. Cogitative. | 44. Broad-minded. |
| 13. Logical. | 45. Shrewd. |
| 14. Far-sighted. | 46. Keen perception. |
| 15. Progressive. | 47. Sagacious. |
| 16. Accurate. | 48. Penetrating. |
| 17. Emphatic. | 49. Ambitious. |
| 18. Suspicious. | 50. Cautious. |
| 19. Convincing. | 51. Discreet. |
| 20. Agreeable. | 52. Tactful. |
| 21. Initiative. | 53. Diplomatic. |
| 22. Reliable. | 54. Persuasive. |
| 23. Candid. | 55. Punctual. |
| 24. Sincere. | 56. Responsive. |
| 25. Resolute. | 57. Magnetic. |
| 26. Astute. | 58. Fixed aims. |
| 27. Subtle. | 59. Business ability. |
| 28. Adaptable. | 60. Executive ability. |
| 29. Genial. | 61. Organizing ability. |
| 30. Resourceful. | 62. Mature mind. |
| 31. Explicit. | 63. Striking personality. |
| 32. Firm. | |

**TRAITS DESIRABLE
FOR BANKERS**

STUDENT'S COURSE IN CHARACTEROLOGY

TRAITS DESIRABLE FOR SALESMEN AND PROMOTERS

Traits Desirable for Brokers, Agents, Salesmen, and Promoters

- | | |
|--------------------|----------------------|
| 1. Concentrative. | 20. Sagacious. |
| 2. Analytical. | 21. Penetrating. |
| 3. Critical. | 22. Accurate. |
| 4. Discriminating. | 23. Emphatic. |
| 5. Investigating. | 24. Suspicious. |
| 6. Calculating. | 25. Resolute. |
| 7. Thoughtful. | 26. Astute. |
| 8. Logical. | 27. Subtle. |
| 9. Far-sighted. | 28. Convincing. |
| 10. Firm. | 29. Sociable. |
| 11. Systematic. | 30. Ambitious. |
| 12. Reflective. | 31. Cautious. |
| 13. Enterprising. | 32. Discreet. |
| 14. Self-reliant. | 33. Tactful. |
| 15. Discerning. | 34. Diplomatic. |
| 16. Observing. | 35. Persuasive. |
| 17. Practical. | 36. Punctual. |
| 18. Shrewd. | 37. Genial. |
| 19. Keen. | 38. Keen perception. |

TRAITS DESIRABLE FOR INSTRUCTORS (SCIENTIFIC)

Traits Desirable for Instructors (Scientific)

- | | |
|--------------------|-------------------|
| 1. Steadfast. | 15. Progressive. |
| 2. Subtle. | 16. Creative. |
| 3. Concentrative. | 17. Original. |
| 4. Deductive. | 18. Inventive. |
| 5. Introspective. | 19. Resourceful. |
| 6. Analytical. | 20. Systematic. |
| 7. Critical. | 21. Reflective. |
| 8. Discriminating. | 22. Reasoning. |
| 9. Investigating. | 23. Persevering. |
| 10. Calculating. | 24. Enterprising. |
| 11. Convincing. | 25. Self-reliant. |
| 12. Cogitative. | 26. Assertive. |
| 13. Logical. | 27. Broad-minded. |
| 14. Far-sighted. | 28. Profound. |

Traits Desirable for Instructors (Non-scientific)

- | | |
|-------------------|-------------------|
| 1. Idealistic. | 10. Systematic. |
| 2. Just. | 11. Reflective. |
| 3. Steadfast. | 12. Persevering. |
| 4. Conscientious. | 13. Energetic. |
| 5. Sympathetic. | 14. Observing. |
| 6. Considerate. | 15. Practical. |
| 7. Concentrative. | 16. Firm. |
| 8. Investigating. | 17. Broad-minded. |
| 9. Explicit. | 18. Memory. |

TRAITS DESIRABLE FOR INSTRUCTORS (NON-SCIENTIFIC)

Traits Desirable for Inventors

- | | |
|--------------------|---------------------|
| 1. Intuitive. | 29. Unyielding. |
| 2. Keen. | 30. Strong-willed. |
| 3. Shrewd. | 31. Broad-minded. |
| 4. Sagacious. | 32. Astute. |
| 5. Far-sighted. | 33. Profound. |
| 6. Penetrating. | 34. Subtle. |
| 7. Observing. | 35. Concentrative. |
| 8. Accurate. | 36. Deductive. |
| 9. Precise. | 37. Introspective. |
| 10. Cautious. | 38. Analytical. |
| 11. Critical. | 39. Discriminating. |
| 12. Initiative. | 40. Investigating. |
| 13. Assertive. | 41. Calculating. |
| 14. Intellectual. | 42. Convincing. |
| 15. Studious. | 43. Logical. |
| 16. Talented. | 44. Scientific. |
| 17. Sincere. | 45. Mechanical. |
| 18. Self-reliant. | 46. Dextrous. |
| 19. Reflective. | 47. Skilful. |
| 20. Reasoning. | 48. Practical. |
| 21. Unprejudiced. | 49. Original. |
| 22. Daring. | 50. Imaginative. |
| 23. Industrious. | 51. Clear-headed. |
| 24. Persistent. | 52. Meditative. |
| 25. Indefatigable. | 53. Creative. |
| 26. Masterful. | 54. Resourceful. |
| 27. Determined. | 55. Systematic. |
| 28. Tenacious. | 56. Ambitious. |

TRAITS DESIRABLE FOR INVENTORS

STUDENT'S COURSE IN CHARACTEROLOGY

TRAITS DESIRABLE FOR JOURNALISTS

Traits Desirable for Journalists

- | | |
|--------------------|-------------------|
| 1. Idealistic. | 22. Observing. |
| 2. Concentrative. | 23. Practical. |
| 3. Analytical. | 24. Courageous. |
| 4. Critical. | 25. Broad-minded. |
| 5. Discriminating. | 26. Shrewd. |
| 6. Investigating. | 27. Keen. |
| 7. Calculating. | 28. Intuitive. |
| 8. Convincing. | 29. Precise. |
| 9. Cogitative. | 30. Intellectual. |
| 10. Logical. | 31. Literary. |
| 11. Far-sighted. | 32. Studious. |
| 12. Progressive. | 33. Scholarly. |
| 13. Creative. | 34. Clever. |
| 14. Resourceful. | 35. Talented. |
| 15. Explicit. | 36. Industrious. |
| 16. Systematic. | 37. Good memory. |
| 17. Persevering. | 38. Tenacious. |
| 18. Enterprising. | 39. Astute. |
| 19. Energetic. | 40. Courageous. |
| 20. Masterful. | 41. Imaginative. |
| 21. Self-reliant. | 42. Diplomatic. |

TRAITS DESIRABLE FOR LAWYERS

Traits Desirable for Lawyers

- | | |
|---------------------|-------------------|
| 1. Sincere. | 17. Logical. |
| 2. Just. | 18. Far-sighted. |
| 3. Concentrative. | 19. Resourceful. |
| 4. Courteous. | 20. Explicit. |
| 5. Genuine. | 21. Systematic. |
| 6. Equitable. | 22. Persevering. |
| 7. Subtle. | 23. Masterful. |
| 8. Conscientious. | 24. Self-reliant. |
| 9. Deductive. | 25. Observing. |
| 10. Analytical. | 26. Assertive. |
| 11. Critical. | 27. Broad-minded. |
| 12. Discriminating. | 28. Shrewd. |
| 13. Investigating. | 29. Profound. |
| 14. Calculating. | 30. Oratorical. |
| 15. Convincing. | 31. Eloquent. |
| 16. Cogitative. | 32. Dignified. |

Traits Desirable for Manufacturers and Merchants

- | | |
|--------------------|-------------------|
| 1. Concentrative. | 15. Reflective. |
| 2. Critical. | 16. Persevering. |
| 3. Discriminating. | 17. Enterprising. |
| 4. Investigating. | 18. Energetic. |
| 5. Calculating. | 19. Masterful. |
| 6. Cogitative. | 20. Self-reliant. |
| 7. Reasoning. | 21. Observing. |
| 8. Logical. | 22. Scientific. |
| 9. Far-sighted. | 23. Dextrous. |
| 10. Progressive. | 24. Practical. |
| 11. Acquisitive. | 25. Firm. |
| 12. Creative. | 26. Assertive. |
| 13. Resourceful. | 27. Broad-minded. |
| 14. Systematic. | 28. Shrewd. |

TRAITS DESIRABLE FOR MANUFACTURERS AND MERCHANTS

Traits Desirable for Musicians

- | | |
|-------------------|-------------------|
| 1. Concentrative. | 14. Original. |
| 2. Persevering. | 15. Industrious. |
| 3. Dextrous. | 16. Sentimental. |
| 4. Sympathetic. | 17. Enthusiastic. |
| 5. Instructive. | 18. Emotional. |
| 6. Intuitive. | 19. Responsive. |
| 7. Keen. | 20. Magnetic. |
| 8. Concise. | 21. Sensitive. |
| 9. Intellectual. | 22. Romantic. |
| 10. Studious. | 23. Entertaining. |
| 11. Talented. | 24. Cultured. |
| 12. Idealistic. | 25. Æsthetic. |
| 13. Imaginative. | 26. Tenacious. |

TRAITS DESIRABLE FOR MUSICIANS

STUDENT'S COURSE IN CHARACTEROLOGY

TRAITS DESIRABLE FOR PHYSICIANS AND SURGEONS

Traits Desirable for Physicians and Surgeons

- | | |
|---------------------|-------------------|
| 1. Conscientious. | 17. Cogitative. |
| 2. Sincere. | 18. Logical. |
| 3. Considerate. | 19. Progressive. |
| 4. Kind. | 20. Resourceful. |
| 5. Courteous. | 21. Systematic. |
| 6. Compassionate. | 22. Reflective. |
| 7. Sympathetic. | 23. Self-reliant. |
| 8. Concentrative. | 24. Observing. |
| 9. Deductive. | 25. Scientific. |
| 10. Analytical. | 26. Dextrous. |
| 11. Critical. | 27. Practical. |
| 12. Diagnostic. | 28. Firm. |
| 13. Discriminating. | 29. Patient. |
| 14. Investigating. | 30. Broad-minded. |
| 15. Calculating. | 31. Reasoning. |
| 16. Convincing. | 32. Memory. |

TRAITS DESIRABLE FOR POLITICIANS

Traits Desirable for Politicians

- | | |
|--------------------|-------------------|
| 1. Sincere. | 16. Resourceful. |
| 2. Idealistic. | 17. Explicit. |
| 3. Steadfast. | 18. Reflective. |
| 4. Genuine. | 19. Systematic. |
| 5. Subtle. | 20. Persevering. |
| 6. Concentrative. | 21. Enterprising. |
| 7. Deductive. | 22. Masterful. |
| 8. Analytical. | 23. Self-reliant. |
| 9. Critical. | 24. Observing. |
| 10. Investigating. | 25. Practical. |
| 11. Convincing. | 26. Assertive. |
| 12. Reasoning. | 27. Courageous. |
| 13. Logical. | 28. Broad-minded. |
| 14. Far-sighted. | 29. Shrewd. |
| 15. Progressive. | 30. Profound. |

Traits Desirable for Office Employees

In locating an employee there are the following matters which an employer should *especially* consider.

- (1) His honesty.
- (2) His conspicuous traits, favorable and unfavorable.
- (3) The traits that are required for the position he is to fill.
- (4) His record and variety of experience.
- (5) His health, strength and staying qualities.
- (6) His appearance, personality and temperament.

An employer should select from the following list those traits which he especially wishes an incumbent of a particular position to possess, and he should then analyze the character of applicants with direct reference to the presence of such traits. The absence of any of these desirable qualifications in the character of a prospective employee *is equivalent to the presence of antithetical undesirable traits*, so that the objectionable lists included in the Characterological Dictionary need not ordinarily be considered. If, for instance, an applicant does not possess the signs of practicality, he may be assumed to be impractical.

- | | |
|-------------------|-------------------|
| 1. Reliable. | 13. Initiative. |
| 2. Trustworthy. | 14. Assertive. |
| 3. Conscientious. | 15. Teachable. |
| 4. Honest. | 16. Intellectual. |
| 5. Loyal. | 17. Intelligent. |
| 6. Keen. | 18. Clever. |
| 7. Shrewd. | 19. Good memory. |
| 8. Far-sighted. | 20. Obliging. |
| 9. Observing. | 21. Civil. |
| 10. Accurate. | 22. Upright. |
| 11. Precise. | 23. Conservative. |
| 12. Critical. | 24. Respectful. |

**MATTERS AN
EMPLOYER SHOULD
ESPECIALLY
CONSIDER**

**ABSENCE OF A
DESIRABLE QUALI-
FICATION IS
EQUIVALENT TO
PRESENCE OF AN
ANTITHETICAL UN-
DESIRABLE TRAIT**

**LIST OF TRAITS
FOR EMPLOYEES**

STUDENT'S COURSE IN CHARACTEROLOGY

TRAITS DESIRABLE
FOR EMPLOYEES

- | | |
|--------------------|---------------------------|
| 25. Discreet. | 55. Active. |
| 26. Self-reliant. | 56. Progressive. |
| 27. Impressive. | 57. Appreciative. |
| 28. Agreeable. | 58. Enterprising. |
| 29. Broad-minded. | 59. Sanguine. |
| 30. Sagacious. | 60. Self-confident. |
| 31. Concentrative. | 61. Sharp-witted. |
| 32. Analytical. | 62. Plain-spoken. |
| 33. Logical. | 63. Good at planning. |
| 34. Scientific. | 64. Matter-of-fact. |
| 35. Mechanical. | 65. A good manager. |
| 36. Dextrous. | 66. A strong personality. |
| 37. Adaptable. | 67. Well-balanced. |
| 38. Practical. | 68. Guarded in speech. |
| 39. Inventive. | 69. Keen perception. |
| 40. Original. | 70. Common sense. |
| 41. Clear-headed. | 71. Ambitious. |
| 42. Progressive. | 72. Good judgment. |
| 43. Capable. | 73. Organizing ability. |
| 44. Resourceful. | 74. Constructive ability. |
| 45. Methodical. | 75. Executive ability. |
| 46. Systematic. | 76. Comprehensive views. |
| 47. Prudent. | 77. Reasoning capacity. |
| 48. Thoughtful. | 78. Unusual capacity. |
| 49. Good judgment. | 79. Mature mind. |
| 50. Forceful. | 80. Good temper. |
| 51. Industrious. | 81. Balanced character. |
| 52. Persevering. | 82. Decided character. |
| 53. Diligent. | 83. Strong will. |
| 54. Energetic. | 84. Good at scheming. |

Plate 19

KARL MARIA VON WEBER

COMPOSER—1786–1844



(ANTERIOR VIEW)

Conspicuous Features

1. Nose large and refined with drooping septum.
2. Profile convex.
3. Forehead and chin receding.
4. Mouth large.

History

Weber (1786–1844) was of a notable but impoverished Austrian family. He was a musical genius and a writer of operas. He was a pupil of Alex Vogler. In 1818 he was appointed Director of German opera to the King of Saxony. His masterpiece "Oberon" was performed at Covent Garden.



(LATERAL VIEW)

Character from Mask

The features of Weber are typically masculine, indicating power of composition and strength of execution. The nose, which is his most conspicuous feature, evidences aggressive energy. His large, firm mouth denotes perseverance and determination. His thin, refined features signify memory, which was selective and probably confined largely to music. His receding chin is against while his arched nose favors self-esteem. The drooping septum indicates high intellectuality and keen susceptibility. The breadth of the antero-lateral districts betokens constructiveness and power of composition.

Plate 20
JOSEPH HAYDN
COMPOSER—1732-1809



(ANTERIOR VIEW)

Conspicuous Features

1. Large, massive cranium and broad forehead.
2. Strong profile.
3. Prominent perceptives.
4. Broad Roman nose.
5. Large mouth with full lips.
6. Indented chin.
7. Square jaws.

History

Haydn was the son of an Austrian peasant and at an early age showed signs of musical genius. He was



(LATERAL VIEW)

noted for his symphonies, of which "The Creation" was his masterpiece. His talents first received recognition in England. He died in Vienna.

Character from Mask

This is a powerful, harmonious and well-balanced head, the forehead especially being massive and grand in outline. The full lips indicate sympathy, affection, and music. The strong and broad arch of the nose gives aggressive energy and force. The high perceptives and expansive forehead exhibit originality of composition, individuality and power of comparison. The broad jaws suggest perseverance and unflagging industry.

SIGISMUND VON NEUKOMM

COMPOSER —1778-1858



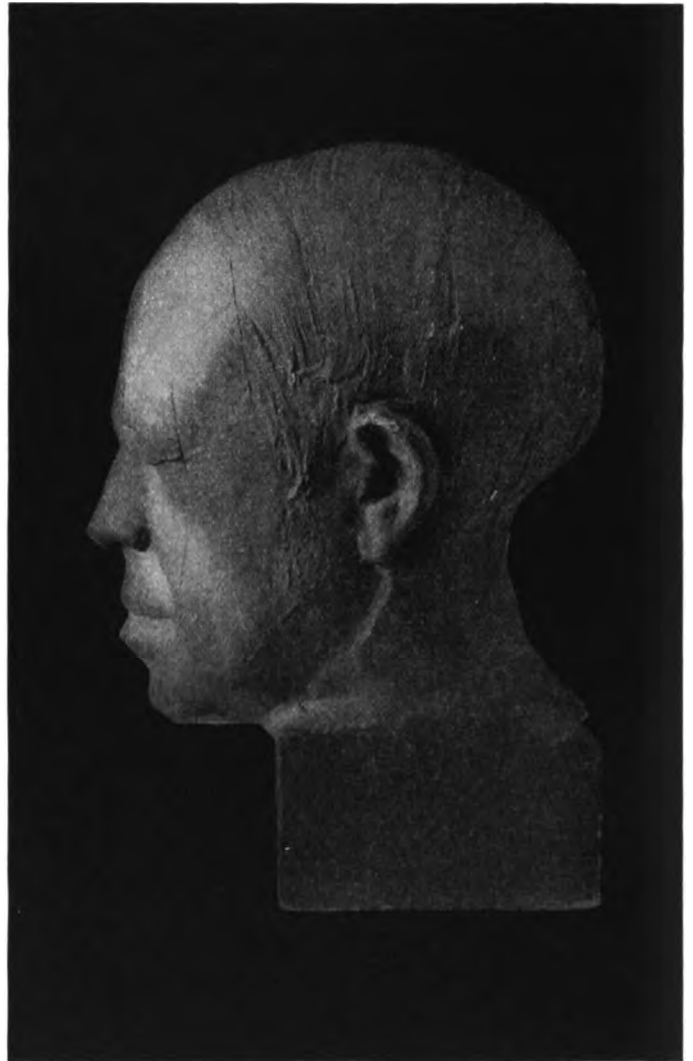
(ANTERIOR VIEW)

Conspicuous Features

1. Massive brain.
2. Large mouth with full lips.
3. Projecting occiput.
4. Wedge (or pyraform) face.
5. Small Greco-Roman nose.

History

Neukomm, a German musician and composer of distinction, was born at Salsburg in 1778 and died in 1858. He early displayed musical talent and studied under Haydn, who was a relative. He composed several oratorios, of which "David" is the best known.



(LATERAL VIEW)

Character from Life Cast

Like most great musicians, Neukomm has a large mouth with full lips which give him love, pathos and sympathy so necessary to the composition of music. His ears are large and well formed, which also refer to music. His massive, broad and high brain implies extreme intellectuality and his well developed perceptive give him observing powers and quick decision. His Greco-Roman nose, although small and of the *economic* type, is well formed, and this indicates energy under control. His prominent occipital region signifies memory and affection of the passive variety. His countenance is serious and pessimistic.

TEST QUESTIONS ON LESSON IX

(Before undertaking Lesson X, be sure you can answer, satisfactorily to yourself, the following Test Questions on Lesson IX.)

1. *What should be the aim of the analyst as to the form of his statements? Why is a suitable vocabulary desirable?*
2. *How can objectionable terms be avoided? What diplomatic expression should be used in describing a character as "weak"?*
3. *When can the character of a subject be described in a single word or phrase?*
4. *What important rule might be called the "keynote" of analysis?*
5. *What is the object of the Characterological Dictionary? How is it to be used in practice?*
6. *To what cranial district, in high development, do the following traits apply: Keen, Sagacious, Discerning, Critical, Assertive? To what district in low development do these traits apply: Inexact, Unobservant, Thoughtless, Non-critical, Unenterprising?*
7. *Name five high development traits applying to District II. Mention three traits applying to this district in low development.*
8. *Which of the following traits of District III are found in high and which in low development—Timid, Yielding, Boastful, Stubborn, Unselfish, Self-reliant, Cruel, Wavering, Condescending, Variable?*
9. *Name three traits that belong to District IV when highly developed. Is low development of this district usual with men or women? What are its indications in low development?*
10. *What six traits can you give of District V, when highly developed? What six in low development?*

TEST QUESTIONS

11. *To what district, when highly developed, do traits of combativeness and courage refer? What are the indications of this district in low development?*

12. *Name three traits of District VII in high development. Three in low development.*

13. *How are the Temperamental traits listed in this Lesson deduced? Give examples of active (choleric) traits. Of passive (phlegmatic) traits.*

14. *State some of the favorable traits applying to the choleric temperament, and some unfavorable.*

15. *State five favorable signs of the phlegmatic temperament. Five unfavorable.*

16. *List a few favorable and a few unfavorable terms referring to abilities and capacities based on all characterological signs in combination. Five likes and dislikes.*

17. *Name five tendencies and tastes indicated by all signs in combination.*

18. *How are tendencies in sport and pastimes decided?*

19. *How are occupational traits entered, in deciding as to the capacity of an individual?*

20. *Give five traits desirable for artists and architects.*

21. *Name some traits the scientific author should possess. The non-scientific.*

22. *List a few traits desirable for bankers. For salesmen and promoters.*

23. *Mention several traits which scientific instructors should possess. Non-scientific. Inventors. Journalists. Lawyers.*

24. *Give some traits desirable for manufacturers and merchants. For physicians and surgeons. For politicians.*

25. *What matters should employers especially consider in the selection of employees? To what is absence of any desirable qualification in an applicant equivalent? Give some traits desirable for employees.*

MEMORANDA

CHARACTEROLOGY

AN EXACT SCIENCE

IN FIFTEEN LESSONS

LESSON X

PATHOGNOMY—SUPPLEMENTARY INDICATIONS

Words are thoughts made audible. Actions are thoughts made visible. Thought is mental inspiration. Language is the expression of thought. Life without thought is a vacuum.

The face is the title page of the volume of the mind. The features form the table of contents.

Everything which has to do with man is to be considered in the study of man.

PATHOGNOMY, like physiognomy and phrenology, is but a department of the comprehensive science of Characterology. Pathognomy refers to the expression of emotions as indicated by the inflection of the voice, by gestures, and by the play of the features under all manner of excitation. It betrays the feelings which are uppermost in the mind at the moment, and likewise, the emotional capabilities of a person, in other words, the temperament.

Physiognomy shows what a man is ordinarily, pathognomy what he is at the moment. The public reads character by expression of the features in motion as well as quiescent, and hence by pathognomy as well as physiognomy.*

While most traits are physiognomically or phrenologically evident, there are those which are not clearly defined and must be skilfully sought for in speech, inflection of voice, expression of countenance, and

*Pathognomy is the science or study of the passions and emotions, or of their signs of expression.—Webster.

Physiognomy takes cognizance of the shapes and Pathognomy of the motions of the features.—Murray.

**PATHOGNOMY REFERS
TO THE EXPRESSION
OF THE EMOTIONS**

**PHYSIOGNOMY
REVEALS PERMANENT
CHARACTERISTICS,
PATHOGNOMY
THE MOOD OF
THE MOMENT**

**CHARACTER READING
BY PATHOGNOMY
IS THE FINESSE OF
ANALYSIS**

conduct. It is in search after traits of this variety, which for the most part are temperamental, that the subtlety of psychological diagnosis largely lies (see list of Pathognomical traits, Lesson IX).

Character reading by pathognomy is the finesse of analysis, as the kaleidoscopic alterations of the features in conversation are thus interpreted. This method of delineation is uncertain with the novice but with the expert it becomes a lightning process and assists greatly in building out and completing a reading. It is of use more toward the end of a diagnosis than at its beginning. A subject, however, when aware that his character is being read, will *occasionally* veil his countenance in a stony and impenetrable mask so that pathognomical analysis is precluded.

Pathognomical signs frequently disclose what a man is not, more clearly than what he is, for the arch-hypocrite constantly makes use of gentle speech, laughter, smiles, artificial tears and expressions of sorrow for purposes of deception. If one knows what a man is not, however, one can readily decide as to what he is.

FIRST IMPRESSIONS

**FIRST IMPRESSIONS
BASED ON THE
MEETING OF CON-
GENIAL OR ANTAG-
ONISTIC NATURES**

When a person experiences an indefinable antipathy towards another, he may be confident that this sentiment is reciprocated, for a feeling of this kind signifies the meeting of antagonistic natures; moreover, if there is a conspicuous trait of character in an acquaintance which one instinctively objects to, friendship will seldom eventuate.

Speaking of first impressions, Rousseau says, "That man does not please me altogether although he has never done me an injury, but I must break with him before it comes to that." Emerson says, "Men take each other's measure when they meet for the first time, and every time they meet. Men do not convince by their arguments so much as by their personality. Antagonism is frequently felt by people who have never

passed a cross word.” This would indicate that spirits converse when lips are silent and that souls are in constant communion unbeknown to us.

Every mental impression causes excitation of a vast group of nerve cells and fibers and ultimately of associate muscular action. This coördinate action of the muscles, especially of the face but also of the body and limbs, becomes *a readable language to those who are expert in observing such signs* and thus the sub-science of pathognomy is developed. The muscles which are exercised the most have the paramount influence in forming the configuration of the features, body and limbs. Muscles which are greatly exercised increase in size, those which are infrequently used become small, and thus certain features develop and others shrink, which causes variation in the proportion and outlines of features and hence in the appearance of all men. The features slowly but continually alter through life, and the development or retrogression of character is thus shown, some traits strengthening and others lessening.

CONTRACTION VERSUS RELAXATION

Muscular contraction expresses firmness and severity. Thus, one person clenches his fists, another shuts his jaws tightly and draws his lips inward, yet another frowns and partly closes his eyes when forceful views are uppermost in the mind. On the other hand, muscular relaxation, as shown by open hands, lips that are slightly apart, raised eyebrows, and eyes which are normally wide open, implies lack of decision and a yielding disposition.

Owing to the usual presence of contrary indications, *signs should be weighed against each other*; thus when a tightly closed mouth, which betokens firmness, and large, wide-open eyes, which suggest a yielding disposition, are simultaneously present, they modify each other so that firmness although inherent in the character is seldom displayed and is neither lasting nor decisive.

**PATHOGNOMICAL
SIGNS FORM A
READABLE LANGUAGE
TO THE EXPERT
ANALYST**

**MUSCULAR CONTRAC-
TION A SIGN OF
DECISION, RELAXA-
TION OF INDECISION**

**ALL SIGNS MUST
BE WEIGHED, AS CON-
TRARY INDICATIONS
MODIFY EACH OTHER**

STUDENT'S COURSE IN CHARACTEROLOGY

PATHOGNOMICAL SIGNS

Character may be inferred pathognomically by consideration of the following:

PATHOGNOMICAL
SIGNS OF CHARACTER

- | | |
|-----------------------|-----------------|
| (1) Expression. | (5) Gesture. |
| (2) Voice and speech. | (6) Handshake. |
| (3) Laughter. | (7) Step. |
| (4) Smiles. | (8) Mannerisms. |

EXPRESSIONS OF
COUNTEenance ALTER
RAPIDLY AND ARE
INFINITELY COM-
PLICATED

(1) *Expression*: Expressions of countenance alter so rapidly and are so infinitely complicated that they are more difficult to analyze than to comprehend. By means of constantly changing facial expressions a person can look joyous or sad, wise or stupid, frank or secretive, placid or passionate, keen or indifferent, serious or frivolous, confident or timid, hopeful or depressed.

There are those who greatly emphasize their speech by facial expression, so that what they say has a doubly forceful effect. Others possess features which are immobile. Expression of countenance should be taught as it adds greatly to the attractiveness of an individual, to his impressiveness and to his personality.

AN UNGUARDED
GLANCE MAY REVEAL
A MAN'S THOUGHTS

However deceitful a man may be in speech he may yet reveal his innermost thoughts by an unguarded glance, a frown or a smile; an analyst should, therefore, make a *careful study of transient expressions of countenance* that he may be able to discover whether words uttered are truths or falsehoods. At trials in court, juries frequently base their decisions more upon the constantly changing facial expressions of prisoners than upon their words, for while lying with the lips is a simple matter, systematic dissimulation of countenance under critical examination is difficult.

Too much reliance, however, must not be placed upon pathognomical indications, for traits thus revealed are only those which happen to be displayed momentarily by a person and may not be conspicuous or basic traits of character. Usually, however, such signs when

skilfully interpreted can be trusted. When a certain expression is frequently repeated, it refers to a basic trait.

The *principal utility* of pathognomy is thereby to discover the temperament of an individual, as *everything in analysis hinges upon temperament*. Hence, it is important to converse with a subject a few moments before beginning a reading, observing his laughter and smiles, his frowns, his complexion, the veins in his forehead and wrinkles in his face, and every movement of his features in conversation. *The first consideration of an analyst is to decide upon the temperament of a subject.*

It is excellent analytical practice to attend theatrical performances and study the ever changing expressions upon the faces of skilled actors in their interpretations of tragedies and comedies.

Schopenhauer says, "The face of a man expresses exactly what he is, and if he deceives us, it is not his fault but ours."

(2) *Voice*: Character may be assessed *as readily by inflection of voice* as by words spoken. A man with a deep voice desires to be considered deep; he wishes it understood that what he has to say is conclusive and that there is no necessity for further argument.

In opposite sexes a high voice, which is feminine, harmonizes with a deep one, which is masculine, while among members of the same sex high and deep voices are antagonistic; that is, the owner of the one does not readily fraternize with the owner of the other. A deep voice is assertive but it is not sociable. It commands respect and also fear. A forceful voice indicates self-esteem and usually conceit.

Voices as well as eyes are hypnotic. It is difficult to disobey certain people owing to the assurance which they throw into their voices; furthermore, one feels inclined to obey a person whom one has been accustomed to obey.

THE PRINCIPAL UTILITY OF PATHOGNOMY IS TO REVEAL TEMPERAMENT

CHARACTER MAY BE ASSESSED BY INFLECTION OF VOICE

**MENTALITY
INDICATED BY
THE VOICE**

By the voice mentality can be assessed. If deep and deliberate, a powerful but slow-acting brain may be inferred; while a rapid and high-pitched voice indicates an active but superficial brain, for rapidity or slowness of speech depends upon activity or slowness of mind. Speech which is neither slow nor fast but of medium intensity is preferable.

**THINKERS, TALKERS
AND LISTENERS**

Humanity can be divided into three classes—(1) thinkers, (2) talkers, (3) listeners. Thinkers are individualistic and lead a life unto themselves, while talkers and listeners are complementary and gregarious. These classes combine variously. One who talks incessantly derives but little information from outside sources, while one who does not talk imparts no information. A talkative person, like a postal card, takes the world into his confidence. This is safe for the public, but not so for the one who talks.

**SMALL PEOPLE
USUALLY RAPID
TALKERS, LARGE
PEOPLE, SLOW
TALKERS**

Incessant talkers are usually small, thin and slightly built, choleric people, while those who have slow, deep and sonorous voices are large, stout, heavy and phlegmatic. Small people think, speak and act rapidly, while those who are large are deliberate in every way.

The energy of large people is depleted by the effect of the gravity of the earth, in other words, *by weight*, while that of small people is less affected and they are therefore more energetic.

They who talk with rapidity have superficial minds, and what knowledge they possess is on the surface, for depth of thought is in inverse proportion to volubility of speech.

**RAPID AND
EXCESSIVE TALKING
INDICATES LACK OF
CONCENTRATION**

Those who enjoy talking the most enjoy listening the least, while good listeners are poor conversationalists. Excessive talkativeness indicates lack of mental concentration. A noisy engine is inefficient, and a brain that is accompanied by a continual clatter is equally so.

A fluent but shallow person both talks and writes inanities. It is only a steady, cogitative brain which produces ideas worth recording. The former can be

likened to a babbling brook, while the latter suggests a deep, still stream, which by means of mills and factories upon its bank produces results which are for the everlasting benefit of humanity.

Rapid and continuous talkers display much energy in conversation, but this they can afford to do, as they have not previously exhausted their brains by thinking. Reasoners are not great talkers, because they become exhausted by thinking and consequently have little energy left for conversational display.

Casual remarks are more indicative of character than thoughtful statements as the latter are intentional.

Excessive talkers think aloud, and, what is especially annoying, they compel the attention of others to their undigested views when the latter would be more agreeably occupied if allowed to think for themselves. The time which fluent talkers waste in life should be put to better purpose.

Most people enjoy talking more than they do listening; consequently, intelligent listeners are rare and are appreciated. A fluent talker requires a facile memory and quick wit to avoid pitfalls of his own making. They who talk rapidly are incautious, they say much which should remain unsaid. If one who wishes to deceive will only talk sufficiently he will reveal his true motives; the silent are often silent because they appreciate this fact. Silence is frequently a species of stealth. Silent people usually possess inquiring, thoughtful minds, while the talkative are so intent upon imparting their own views that they care not for the sayings or doings of others.

Excessive talking has ten possible significations which may operate singly or in combination, namely:

- (1) Exuberance of spirits.
- (2) The desire to be agreeable.
- (3) Conceit.
- (4) Determination to force one's opinions upon others.

**REASONERS ARE NOT
GREAT TALKERS
BECAUSE THEY
UTILIZE THEIR
ENERGY IN THOUGHT**

**EXCESSIVE TALKERS
THINK ALOUD**

**INTELLIGENT
LISTENERS ARE RARE**

**SIGNIFICATION OF
EXCESSIVE
TALKATIVENESS**

STUDENT'S COURSE IN CHARACTEROLOGY

SIGNS OF TALKATIVENESS

- (5) The desire to deceive.
- (6) Nervousness.
- (7) A dislike of quietude.
- (8) Lack of self-control.
- (9) A shallow mind.
- (10) An active mind.

The signs of talkativeness are:

- (1) The choleric temperament.
- (2) Florid complexion.
- (3) Broad forehead.
- (4) A somewhat receding forehead.
- (5) Large mouth with medium full lips.
- (6) A somewhat receding chin.
- (7) A small, lithe physique.

SILENT PEOPLE USUALLY HAVE EX- CELLENT MEMORIES

Silence when perseveringly maintained is as objectionable as loquaciousness, and might almost be described as aggressive silence, for it shows lack of friendliness and amiability. It is dangerous to talk freely to silent people, for they frequently have excellent memories and utilize this power in gathering information to make use of when occasions are propitious. They mentally store and classify information for future reference.

SILENCE IS OCCA- SIONALLY A SIGN OF CONCEIT

There are those who discover early in life that silence is more impressive than speech, and, what is more, that it requires less exertion; they consequently develop the habit of silence, until they become positively sphinx-like. Silent people are economical financially as well as with words, while talkativeness usually indicates generosity. It is an error for people to cultivate silence as it is contrary to geniality and popularity. It is also a sign of conceit, is often adopted for effect, and is frequently a pose.

Excessive silence has the following significations, which operate singly or in combination, namely:

- (1) Placidity of disposition.
- (2) Indifference to being agreeable.

- (3) Lack of self-esteem or timidity.
- (4) The desire to conceal one's thoughts.
- (5) An inactive mind.
- (6) Ignorance.
- (7) The preference to acquire information rather than to give it forth.
- (8) Suppression of conversation in childhood.
- (9) Deference to the opinions of others.
- (10) A serious disposition.
- (11) Conceit and selfishness.

**SIGNIFICATION OF
EXCESSIVE SILENCE**

The signs of silence are:

- (1) The phlegmatic temperament.
- (2) Brunet coloring or a sallow complexion.
- (3) A high, narrow forehead.
- (4) Small mouth with thin lips.
- (5) A mouth which slants inward.
- (6) A protruding chin.

**THE SIGNS OF
SILENCE**

Talkativeness refers to an informative, silence to a receptive brain.

Some people talk without thinking, while others think without talking. Those who talk much say little, those who talk little speak wisely. With surface thinkers and those who do not think at all, words flow like water.

The judgment of silent people who are possessed of reasoning brains can be relied upon, for as they do not waste time in frivolous conversation, they have an abundance left in which to formulate their views. Those who are clever with the pen are silent with the tongue; great writers are rarely great talkers, for creditable composition necessitates deep thinking and those who pause to think cannot be fluent conversationalists. Clever men are often remarkably silent. Grant was a renowned general and a deep thinker; he spoke seldom, but when he spoke it was to the point.

**SILENT PEOPLE
WITH REASONING
BRAINS POSSESS
GOOD JUDGMENT**

There are occasions when nothing will express one's feelings like silence. Words are superfluous. Words lower the dignity and seriousness of the situation.

**A HESITATING
SPEECH INDICATES
LACK OF SELF-
CONFIDENCE**

A hesitating speech manifests embarrassment, nervousness, lack of self-confidence, an unsystematic mind, poor memory, or an impediment in the voice.

Talking to one's self is annoying and not uncommon, and although usually ridiculed, it may be a sign of wisdom for it signifies a serious, cogitative brain combined with an energetic, nervous temperament. It becomes a habit with profound thinkers who lead a solitary life and prefer their own company to that of strangers. Talking to one's self, however, is an objectionable eccentricity which, when established, is difficult to overcome.

**MANY KINDS
OF VOICES**

There are many kinds of voices, such as the conciliatory, threatening, supplicating, scornful, sympathetic, sentimental, sarcastic, casual and formal.

It is interesting to note the amount of warmth and feeling some people are able to throw into their voices when they are in reality as cold-hearted as pirates. False sympathy is their stock in trade. They are confidence men in disguise although they would not acknowledge the fact, even to themselves.

**INTONATION OF
VOICE VARIES WITH
CIRCUMSTANCES**

Intonation of voice varies with circumstances and materially alters the significance of words uttered. A man speaks in different tones to those who are respectively his superiors, equals or inferiors, physically, socially, financially or in years. A partner is addressed in one voice, an office employee in another, and a servant with yet a different inflection; an aged person or a financial magnate with respect, and a child with gentleness and affection. One even speaks to the same individual in varied tones on different occasions, depending on the condition of health and feeling of the speaker at the time, as well as the disposition of the one addressed. An aggressive temperament causes one to be severe in speech, while placidity modifies the voice. A modulated voice denotes musical susceptibility, while one which is harsh and rasping suggests deficiency in this respect. Those

**THE AGGRESSIVE
TEMPERAMENT
PRODUCES SEVERITY
IN SPEECH**

who are refined in speech are refined in character, while a coarse voice proclaims a coarse nature. Lack of breeding may be unobservable while silence is maintained, but when one who is by nature coarse speaks, laughs, or even smiles, the truth is instantly revealed. A person who displays neither intensity nor animation in speech will show little energy in work, but he who talks forcefully will act accordingly.

The subject of a man's conversation indicates his disposition, for people especially enjoy discoursing upon topics near to their hearts, and thus character is revealed.

Although the features of members of a family may be dissimilar, their voices are often so strikingly alike that from this sign alone relationship is evident.

Eloquence is the gift of cultured loquaciousness. It is the art of refined speech. Its degree of merit depends upon the tone of voice, quality of language, style and delivery of the speaker, and upon choice of topics, whether of interest or not to an audience. If a subject is poorly chosen, eloquence usually fails, as does a select topic without eloquence. Brevity in speech is praiseworthy; loquacity is tedious, and clearness of expression is an unusual virtue.

(3) *Laughter:* Laughter is an index to character. If it is common, so is the person; if sympathetic, so is the disposition; if severe and harsh, beware!

Individuality is evidenced by laughter as truly as by speech, for every one can differentiate between the laugh of a friend and that of an enemy, or between one acquaintance and another. Nationality, sex and age are thus distinguishable. An Englishman laughs differently from an Italian, a Norwegian from a Frenchman, a Greek from a Spaniard. A man's laugh is different from that of a woman, and an adult's from that of a child.

Character is also attested by the variety of occurrences which excite laughter. Children laugh at whatever is

**REFINEMENT OF
SPEECH REFERS TO
REFINEMENT OF
CHARACTER**

**THE SUBJECTS A
MAN TALKS ABOUT
REVEAL HIS DIS-
POSITION**

**ELOQUENCE IS THE
GIFT OF CULTURED
LOQUACIOUSNESS**

**LAUGHTER AN
INDEX TO
CHARACTER**

**LAUGHTER DIFFERS
IN RACES AND SEXES**

STUDENT'S COURSE IN CHARACTEROLOGY

IGNORANCE VERSUS KNOWLEDGE

out of the ordinary; youth is not so easily amused; an adult is still less given to merriment; while the aged laugh but seldom.

The ignorant laugh among themselves at their superiors in order to make believe that they, themselves, are superior to their superiors. New ideas, new principles and new knowledge excite laughter on the part of the ignorant, and this has been true since the advent of civilization. Practically all discoveries of importance have been heralded by shouts of derision until the truth has slowly percolated through the dense brains of those who laughed.

The greatest power in the world next to that of knowledge is the power of ignorance, for it is opposed to new ideas and thus defeats progress.

INTENSITY OF LAUGHTER SIGNIFIES INTENSITY OF GOOD NATURE

Laughter on the part of a subject never fails to impart information to a characterologist. Intensity of laughter signifies intensity of good nature; little laughter, little sympathy.

HEARTY LAUGHTER IS CUSTOMARY WITH THE CHOLERIC

Although temper and laughter are antithetical, extreme merriment is not unusual with those who readily exhibit temper. Hearty laughter is, in fact, customary with the choleric, for people of spasmodic disposition, being extremists in all matters, both laugh and frown to excess.

There is such a thing as contagion of cheerfulness and also of melancholy. Cheerful people spread joy on every hand, while the melancholic sow seeds of sadness broadcast.

There are melancholic individuals who might be described as laughter-haters, for they are irritated to a degree by humorous outbursts. There are those who are by nature serious-minded who consider the display of humor ill-bred and are likely to take the liberty of frowning it down, for humor and laughter are usually as annoying to the silent man as silence is to the man of humor.

One should beware of those who cannot or will not laugh when others are merry, for if not mentally defective they are spiteful, selfish or abnormally conceited, which traits they reveal by not deigning to be amused. As it is the unexpected which is the prime source of laughter, a serious countenance gives forth the impression that nothing which happens is unexpected; thus an individual announces to the world by his immobile features that he considers himself more intelligent than most people and cannot be expected to be amused over that which to him is ordinary. Cold silence is self-flattery and assumption, while hearty laughter shows generosity and the desire to please.

Laughter is involuntary, semi-voluntary, or forced; with the genial it is unsuppressible, with the taciturn it is forced. Suppressed laughter suggests timidity or caution. One of the few pleasures which is greater than laughing is to hear a loved one laugh heartily, and it is remarkable how infectious laughter is; in fact, there is nothing more so. Laughter is usually an indication of sympathetic feeling among those who laugh, although it may be an expression of joy at another's discomfiture. We thus laugh with people or we laugh at them. When we laugh with them, it betokens amity and friendship; when we laugh at them it is a sign of spiteful satisfaction.

Some people laugh with their mouths, some with their eyes, while with others laughter bursts forth from every feature.

A hearty laugh denotes a kindly disposition, for by expressing pleasure one excites similar feelings in one's companions. Those who laugh and smile generously indirectly do themselves the greatest kindness, for the happiness which shines forth from their souls is reflected back like sunshine upon themselves. Laughter exercises a beneficial effect upon the entire physical organism; it stimulates the heart, clears the lungs and causes

**CONCEIT INDICATED
BY THOSE WHO
REFRAIN FROM
LAUGHTER WHEN
OTHERS LAUGH**

**COLD SILENCE IS
SELF-FLATTERY;
HEARTY LAUGHTER
SHOWS THE DESIRE
TO PLEASE**

**LAUGHTER
MAY INDICATE
FRIENDLINESS OR
SPITEFULNESS**

**LAUGHTER HAS A
BENEFICIAL EFFECT
UPON THE PHYSICAL
ORGANISM**

**SILENCE A SIGN OF
THE MEMORIZING
BRAIN**

the blood to circulate freely, thus bringing renewed vitality to every part of the body. The choleric are more humorous than the phlegmatic, medium blonds are more so than brunets, and those who possess small eyes are more humorous than those who have large eyes. People with lofty, narrow foreheads, long, thin faces and thin, pointed features are seldom keenly appreciative of humor for the recognition of wit requires a broad, analytical brain. Silence accompanies memory, while laughter is usual with those who possess reasoning minds.

Great men of all nations and all times have possessed a keen appreciation of the ridiculous, as wisdom and wit are closely allied. A tendency to laughter is hereditary, for cheerful people give birth to cheerful offspring.

**DIFFICULT FOR
THE ENVIOUS OR
MALEVOLENT
TO LAUGH**

There are those who laugh but seldom for fear of compromising their dignity, and again, it is difficult for the envious or malevolent to laugh. One whose mind is filled with hatred is constantly thinking ill of his neighbors, and is, therefore, not given to merriment; when such a person laughs it is a sneering, cynical laugh which displays hatred. People who are charming on the surface but vindictive at heart laugh in a way which betrays their spitefulness. Laughter is frequently resorted to as a matter of disguise, in order to appear good-natured when deep and underhand schemes are in the mind. Hypocrisy may cause restraint in both grief and joy.

(4) *Smiles:* Meet the world in an antagonistic frame of mind, and the world will reciprocate in kind; smile upon humanity and a smile will be returned for every smile. One might as well expect diamonds to descend from a cloudburst as to expect that generosity should proceed from the hand of one who cannot smile.

**A MAN OF MANY
SMILES IS A MAN
OF MANY FRIENDS**

Smiling is embryonic laughter or the expression of mirth without sound. A man of many smiles is a man of many friends. When a person approaches a stranger with a smile and notices a responsive smile light up his

face, he can be confident that a congenial personality is present. A supercilious smile is provoking, for it lends the impression of assumed superiority, and of contempt for the views of others.

A smile upon the lips alters the significance of words uttered. Thus, a severe remark, if accompanied by a smile, will be accepted in good faith and in accordance with the intention of the speaker, while if a frown is observable the meaning will be interpreted literally. A smile will defeat temper as readily as a stone will turn the edge of a sharp knife.

There is the smile of the wise and that of the foolish, but there is as wide a difference between them as there is between sunshine and shade; the wisdom of a thousand fools is not equal to the folly of a wise man. People who are ever simpering and smirking are endeavoring to deceive the world as to their true dispositions and to divert attention from weak points in their own characters. There are those who have a way of smiling when they are not amused, an intentional smile which is only on the surface. It is in a sense a fraud, but every one knows it is a fraud, so it makes little difference.

Smiles with the genuine extend down into their souls, while with the cold-hearted, they are but a veneer. With the selfish, to smile is painful. How frigid and uninteresting is a man or a woman who cannot smile. The smile of the just is like sunshine emanating from an inward sun.

Some extremely dangerous people exhibit fascinating smiles, in fact their smiles are so fascinating that they should not be trusted. The smile is the rock upon which many matrimonial ventures are wrecked. A youth trusts the smile of a beautiful girl, but he forgets that a frown may be in the background. One is loath to believe that a vicious disposition can lie concealed beneath a charming smile, but such is frequently the case, just as truly as a rose conceals a thorn.

**A SMILE TEMPERS
SEVERITY OF
SPOKEN WORDS**

**THE INTENTIONAL
SMILE IS A VENEER**

SMILES ARE EMPLOYED TO DISGUISE FEELINGS

AN ANALYST CAN DISTINGUISH BETWEEN THE ASSUMED SMILE AND THE NATURAL SMILE

SUCCESS OFTEN DUE TO A GENIAL SMILE AND A PLEASING MANNER

VARIETIES OF SMILES

Smiles are employed to disguise feelings, and to this end there are those who wear perpetual smiles upon their countenances. For the psychologist, however, it is simple to distinguish between the assumed pleasantry of the hypocrite and the smiling features of truth. He can observe a face that is wreathed in smiles and can reconstruct that countenance in his mind's eye, so as to see its possibilities in the way of temper and ill-nature. Although a villain may smile and for the time disguise his villainy, no man can thus permanently alter his fixed lineaments, and it is from them that the truth concerning character is mainly derived. Some individuals are so cold by nature that smiles are altogether precluded and when attempted freeze upon the face.

There are those who attribute their prosperity in life to their sagacity, when in reality they are not truly clever but owe their success largely to a genial smile, a pleasing manner, an impressive voice, a serious demeanor, an imposing physique, good looks, or to other extrinsic reasons which have no bearing upon mentality, deep learning, or sound judgment.

The author was acquainted with a professional man who made a great success in life, largely owing to a cheerful countenance and a winning smile. His judgment was inferior, but this did not defeat prosperity, for his smile carried all before it.

The lawyer smiles to disconcert his opponent, and his opponent smiles in return to show that he is not in the least disturbed.

As with laughter, so with smiles; there are many varieties, such as the intelligent, stupid, benevolent, scornful, vindictive, professional, friendly, self-satisfied, sarcastic, bitter, triumphant, aggressive, contented, hypocritical, truthful, confiding, and suspicious, the smile of surprise and that of assurance.

Smiling is not invariably attractive, for some women are beautiful only until they smile. A common smile is a

sign of a common personality, while a dignified smile indicates self-esteem. A smile which quickly vanishes does not proceed from the heart.

(5) *Gesture*: Gesture is a universal language by means of which all men communicate. Speech appeals to the ear, gesture to the eye. Abundant gestures signify energy, lack of caution, nervousness, an excitable, highly strung temperament or the desire to be emphatic. Gesturing is contrary to profundity and is not customary with deep thinkers.

Men act practically the same under similar excitation. Thus, wringing the hands is an indication of sorrow; clapping the hands, of mirth; stamping the feet and clenching the fists, of rage; lowering the brows, shutting the mouth tightly and drawing the lips inward, of firmness; stealthy glances, of cunning and deception. Raising the head is equivalent to requesting one to approach. Nodding the head means *yes*; shaking the head, *no*. Snapping the fingers attracts attention. Claspings the hands implies devotion. Passing the hand over the forehead or eyes suggests fatigue or deep thought, and placing the hand on the mouth or raising a finger commands silence.

People communicate also by their bearing, one to another; thus a frigid look, silence and a haughty manner manifest antagonism, while a welcome smile and a cordial attitude betoken friendship.

Among European nations the French, Italians and Spaniards are especially addicted to gesture, in fact they converse almost as fluently with their hands as with their tongues, and use this sign language constantly in serious as well as trivial affairs; while the English, Americans and Germans, and, in fact, most Northern nations, expend a minimum of energy in gesture.

The probable reason why some races gesticulate but little is because they are cautious and by avoiding this habit they conceal their thoughts, for while conversation cannot be overheard beyond a small radius, gesture may

GESTURE IS A UNIVERSAL LANGUAGE

INDICATIONS OF VARIOUS GESTURES

SOUTHERN PEOPLES ADDICTED TO GESTURE, NORTHERN PEOPLES REFRAIN FROM GESTURE

GESTURE BY MOVEMENT OF THE LIPS IS USUAL WITH ALL

be observed from a distance and pleasure, sorrow, excitement or temper may thus be unintentionally announced to the passer-by.

Gesture by movement of the lips without words is usual with all people. Thus, frowning and pursing the lips mean disapproval; compressing them indicates severity; raising the upper lip to one side or lifting both sides denotes scorn; while broadening the lips produces the welcome smile, which has a different significance according to its intensity, for a smile can be barely a smile or it can be more than a smile. The deaf are trained to read the movements of the lips, which is, in a way, a sign language, and they can thus understand spoken words almost as well as though their hearing powers were unimpaired.

CONVERSATION WITH THE EYES IS UNIVERSAL

Conversation with the eyes is universal. Various thoughts are conveyed by the winking of the eyes. Both eyes are quickly shut in affirmation. One eye is closed to ~~show~~ doubt or suspicion. The eyes are raised in supplication and lowered in humility. Spoken language is an adjunct to sign language and was subsequently invented. Animals express their feelings largely by gesture, as is shown by the dog when he wags his tail, lowers his ears, shows his teeth, bristles the hair upon his back or leaps with joy.

HANDSHAKING AN INDICATION OF CHARACTER

(6) *Handshake:* The grasp of the hand is indicative of character, for both friendship and discord may be thus attested. A handshake which is languid suggests indifference, lassitude, or lack of vitality; if it is energetic and forceful so is the character. A hurried, nervous handshake denotes an excitable temperament. If the grasp is severe so as to cause pain to the recipient, *it signifies rudeness or conceit, and it is astonishing how many men there are who consider themselves gentlemen who fail to realize this fact.*

If a person does not look one in the eye when shaking hands, he is embarrassed, is lacking in self-confidence, is

untrustworthy, or has weak eyes. Shaking hands with a low or degraded person or with one who is unsympathetic is repulsive.

To be held at arm's length while shaking hands is a sign of coldness. Friendship and frequently love are expressed by retaining another's hand long, or by pressing both hands.

Few care to hold hands when uttering a falsehood, but those who are hardened in dishonesty will do so as though they were speaking the truth.

(7) *Step*: Peculiarity of step denotes character. If the step is rapid, free, and elastic, it denotes frankness and energy. An emphatic step evidences force and aggressiveness while a shuffling gait suggests laziness, depression or lack of ambition. A cat-like tread betrays cunning; a hesitating step pre-supposes ill-health, advancing age or intemperance; while an affected strut implies conceit. If a man walks with short, effeminate steps, all feeling of masculinity and force will at once depart; while if a woman steps out with long, decided and measured tread she will both feel and appear masculine.

(8) *Mannerisms*: Mannerisms even to trivial details of expression, voice and action are indices of character, and it will be found that those who are markedly alike in appearance have similar mannerisms.

**PECULIARITIES OF
STEP DENOTE
CHARACTER**

**TRIVIAL MANNER-
ISMS ARE INDICES
TO CHARACTER**

REFINEMENT AND CULTIVATION.

To analyze the difference and especially to locate the line of demarkation between refinement and lack of refinement is a difficult undertaking, for while it is readily discernible, it is not so easily describable, and is evidenced not only by refinement of the features but by pathognomical signs, such as expression in speaking and smiling, tone and modulation in laughter, by gesture and step, deportment and action, dress and adornment; in fine, by details of every kind.

The man does not live who is not "to the manner

**REFINEMENT AND
LACK OF REFINEMENT
EVIDENCED BY
FEATURES AND
PATHOGNOMICAL
SIGNS**

STUDENT'S COURSE IN CHARACTEROLOGY

born" who could deceive cultivated and refined people as to his social status for more than a brief time. Commonality will out and will betray those who are by nature unrefined.

It is interesting to note the difference, which is principally that of refinement, between an imitation gentleman and one who is genuine. The former overplays the part, and betrays by his every movement that he has studied his pose carefully, while the latter acts and speaks in a cultivated manner by intuition.

SUPPLEMENTARY INDICATIONS

SUPPLEMENTARY
MATTERS OF
INTEREST REGARDING
CHARACTER

An analyst should observe all signs which bear directly or indirectly upon a case in hand; *no detail, however insignificant, can be ignored, provided it conveys a message regarding character.* With practice he will thus be able to grasp suggestions from all manner of sources, some of them quite infinitesimal, for certain traits are occasionally revealed more clearly by small things than by those of moment.

The following matters are of interest:

- | | |
|--------------------|---------------------------|
| (1) Personal data. | (9) Religion. |
| (2) Health. | (10) Friendships. |
| (3) Conversation. | (11) Matrimony. |
| (4) Handwriting. | (12) Residence. |
| (5) Dress. | (13) Food and stimulants. |
| (6) Surroundings. | (14) Climate. |
| (7) Literature. | (15) Colors. |
| (8) Names. | |

VARIOUS MATTERS
CONCERNING
PERSONALITY

(1) *Personal Data:* As characterology carried to its ultimate conclusions refers to the physiological as well as psychological side of man, an analyst should consider various matters concerning the personality of a subject, such as:

- | | |
|-------------|---------------------------|
| (a) Age. | (d) Strength. |
| (b) Height. | (e) Physical proportions. |
| (c) Weight. | |

(a) *Age:* Character matures with years, so that dispositions which are active in youth are controlled in middle age and suppressed in old age; furthermore, as a man becomes older, traits are revealed which previously have not been evident for the reason that conditions in youth may not have been suitable for their display. Marked traits, favorable and unfavorable, strong and weak, become more evident with increasing years, so that it is simpler to analyze the character of middle aged or elderly people than of the young.

**TRAITS REVEALED
WITH AGE**

(b) *Height:* Character is indicated by height; markedly tall men are seldom mentally as active as those of medium stature. Small men, on the other hand, although super-active both physically and mentally, are seldom profound, unless their heads are conspicuously large in proportion to their bodies and their features are strong.

**STATURE AS
INDICATIVE OF
CHARACTER**

Extreme height as exhibited in giants and marked diminution in height as shown in dwarfs are contrary to intellectuality. Men of the Caucasian race below five feet in height or above six feet four have rarely achieved renown. The author has examined a number of giants and they were obviously of subnormal mentality. One in particular who exceeded eight feet in height and was about forty years of age possessed the intellectual capacity of a boy of ten.

(c) *Weight:* Persons of light weight are usually of the mental or motive temperament, those of heavy weight of the phlegmatic or vital. The former are energetic and active, while the latter are inclined to be lethargic.

**WEIGHT, STRENGTH,
AND PHYSICAL
PROPORTIONS**

(d) *Strength:* Physical strength matures earlier than mental, for while a youth has full muscular development at or about twenty, his mental growth does not reach maximum until forty years of age or later.

(e) *Physical Proportions:* The relative proportions of brain and body, length of limbs and size and condition of hands and feet are indices of mentality.

An analyst can diagnose character from the hands

THE CONDITION
AND SHAPE
OF THE HANDS

by observing that hands of a certain shape accompany certain shaped bodies. There are exceptions, however, to this rule, as small men occasionally have large hands and large men small hands, just as small men frequently have large features and large men small features. The condition of the hands, whether hard and coarse or fine and supple, betrays the presence or absence of refinement, and also reveals whether the occupation of the owner is of a physical or mental variety. Short, broad, muscular hands, which belong to short, broad, muscular individuals, show bodily strength and will power, which accompany strength; while long, tapering hands, which pertain to slender people, betoken refinement, mentality of the memorizing variety and lack of physical strength.

READING CHARACTER
FROM THE HANDS
NOT SATISFACTORY

Reading character from the hands, however, can never be an independent science, nor even an important branch of character analysis. It has not, thus far, been scientifically formulated nor systematized, and possibly may never be for the reason that *it is not requisite when such abundant and reliable data as the cranium, features, and physique provide, are before a diagnostician for inspection.* Furthermore, analyzing from the hands, except in a general way, is only possible *with the consent* of a subject, and *this limits its utility* to such an extent that while it may be an interesting diversion, *it is impractical as a useful science.*

ALL DETAILS OF
THE HUMAN
ANATOMY ARE GUIDES
TO THE ANALYST

Character can be inferred from every detail of the human anatomy. The thickness or thinness of ankles and wrists, the strength or weakness of the jaws, and the prominence or lack of prominence of the superciliary ridge indicate respectively the size and strength or lack of size and strength of the bones and framework of the body and signify not only physical power but also temperament; strength of bone implying the motive, and deficiency in this respect, the mental temperament. Thin, transparent skin suggests the mental temperament and evidences refinement; while if it is coarse and

parchment-like, the motive temperament and lack of refinement can be inferred, as is shown in the heavy laboring classes.

(2) *Health:* Health is at the foundation of character and greatly influences the temperament; if the liver is torpid, depression results, if active, energy develops. Ailments of a serious nature cause despondency, while good health results in cheerfulness and happiness.

The human organism with one who is blessed with health is like a perfectly fitting and smooth running machine. All parts are well made and of sound material. An invalid, on the other hand, is a wornout machine. Rust and deterioration is in every joint and every member.

If understood and conserved, the body will give good service and last long, but if neglected or abused, like all machinery it will rapidly deteriorate and fall to pieces after a few short years.

The average man shortens his life by 20 per cent by incorrect living. He over-eats, dissipates, sleeps too much or too little, or does not observe the laws of hygiene, partly through ignorance, partly through indifference.

The body is the reservoir of the brain and supplies it with nourishment in the form of rich, oxygenized blood. If the reservoir, the body, is disproportionately small or diseased, or if the heart, which pumps blood to the brain, is inactive or inadequate, mentality suffers.

The mind is a factor in the control of health and hence in determining not only character but length of life. Some people have infective while others have curative minds. With those who possess the former variety, even the suggestion of an ailment is frequently sufficient to cause that trouble to develop, while a curative mind is proof against adverse thoughts. The fear of a malady develops its symptoms and ultimately it becomes a reality and a destroyer. Such is the power of auto-suggestion.

**HEALTH IS AT THE
FOUNDATION OF
CHARACTER**

**WHEN THE BLOOD
SUPPLY IS POOR,
MENTALITY SUFFERS**

HEALTH AND CHARACTER AFFECTED BY AUTO-SUGGESTION

If a person impresses upon his mind daily that the world is beautiful, that he is exceedingly happy, that prospects are excellent, and similar optimistic ideas, he will find that his character will brighten, health will improve, and joy and contentment will come into his being; while if he continually bemoans his lot and meditates on the unfortunate events of life, health will deteriorate, character will be affected and unhappiness will result.

YOUTH STAYS WITH HIM WHO CONSIDERS HIMSELF YOUNG

Length of life depends upon keeping young and this can be accomplished by conserving the activity and energy of youth by observing the laws of health. A man must not allow the suggestion of old age to enter his mind, for if it does, mental and physical deterioration will develop. If one considers himself young, youth will stay with him. If he dwells upon old age, he will rapidly become old; his personality will harmonize and keep pace with his thoughts. To the spirit belongs perpetual youth, the body only deteriorates with years.

The reason why men die soon after they retire from business is because their minds have nothing to concentrate upon except their illnesses, real or imaginary, which are thus aggravated and dissolution soon follows. This is perhaps a wise dispensation of Providence to rid the world of idlers. He lives the longest who finds occupation to be a necessity and toils unceasingly to the end.

The health and mental condition of a mother at childbirth affect the character and temperament of her offspring. A poorly nourished, sickly mother gives birth to sickly children. A mother who during such period is harassed and annoyed, bears nervous, temperamental children.

CHARACTER IS REVEALED BY CONVERSATION

(3) *Conversation:* Expressions of opinion are indicative of character. It is possible for an analyst to lead conversation into certain channels, so that pertinent views will be revealed which will give a clue to the activity or inactivity of particular traits. This means of deriving insight into character is not, however, entirely

dependable, as a shrewd person can misrepresent his true self by false expression of views; there is nothing more deceptive with some people than the words they utter. This method of analysis is well expounded by Dr. Gall in the following paragraph:

“Do you wish to ascertain the character of a person without running the risk of being deceived even though he should be advised of your intention and put on his guard? Lead him to talk of his infancy and early youth; ask him to relate his school-boy tricks, his conduct to his parents, his brothers and sisters, his relations and comrades, and the ambitions with which he was fired; make him tell you of the history of his friendships with certain children and of the hatred he felt for others; question him on his plays, etc. It will rarely happen that he will dissemble in these particulars; he does not suspect that he has to do with a man who knows perfectly well that the character remains at bottom the same, and only the objects which interest us change with age, and with social relations. When, besides this, I further observe that which a person sets value on or despises, praises, or excuses, what events interest him, what society he seeks; if I see him act, especially on occasions where there are conflicting interests; if he is an author and I read his books, etc., the whole man is unmasked before me.”*

(4) *Handwriting*: As the movements of the hand in chirography conform to the bidding of the brain, handwriting becomes a mental product and consequently from it character can be assessed. Delineation from handwriting, however, is uncertain and limited in its scope, for the reason that a person writes differently in health and sickness, in youth, middle age and old age, when excited and when calm. Pen, ink, and paper, if not of the customary variety, also affect penmanship, so that handwriting can be relied upon as a means of analysis, only in a general way; *it does, however, display outlines of character.*

* Gall, “The Functions of the Brain.” Vol. II, page 47.

DECEPTION IN CONVERSATION

HANDWRITING A MENTAL PRODUCT AND HENCE A CHARACTEROLOGICAL INDICATION

**SIMILARITY OF
FAMILY TRAITS
INDICATED BY
SIMILARITY IN
HANDWRITING**

**IN LETTERS, THE
MANNER OF
EXPRESSION, TONE,
AND SENTIMENTS
REVEAL CHARACTER**

**TRAITS WHICH CAN
BE INFERRED FROM
HANDWRITING**

**CLASSIFICATION
OF HANDWRITING**

**THE ANGULAR HAND
INDICATES ENERGY**

A marked resemblance in handwriting is frequently noticeable among members of a family, and this shows similar traits of character. A case came to the notice of the author where the chirography of brothers was extremely similar, and their characters were equally so.

Letters are indicative of character, not only as to peculiarity of penmanship and manner of expression, but also from the ideas and sentiments they contain. If the tone of a letter is dogmatic, so is the individual; if conciliatory and generous, these traits pertain to the writer; if humorous and witty, such is his character.

Every paragraph of a letter and every individual statement should be critically weighed, to arrive at all of the traits therein indicated.

The following are a few of the traits which can be inferred from handwriting *taken in connection with the substance of a letter*:

Placidity or nervousness; seriousness or frivolity; cordiality or coldness; candor or secretiveness; precision or carelessness, shrewdness or stupidity; humility or conceit; resolution or timidity; energy or lethargy; and in addition, intelligence, refinement, experience and education.

Handwriting can be classified as:

- (a) Sharp and angular.
- (b) Plain and well-formed.
- (c) Ornamental.
- (d) Nondescript.

(a) The *sharp and angular* variety suggests that the writer has little time to spare and conducts his affairs on the principle that a straight line is the shortest distance between two points; it implies reasoning capacity, energy and force of character; if irregular, it is contrary to caution and signifies the motive or choleric temperament or a combination of the two.

(b) The *plain and well-formed* is usual with those

who excel in memory rather than reason; it represents lack of energy and of initiative combined with a persevering, imitative and cautious disposition, and is a sign of patience, capacity for details and such traits as are possessed by those who are ordinarily under the direction of a superior.

(c) The *ornamental* is developed from the plain and is usual with those who have an abundance of time upon their hands; it denotes an artistic temperament, precision, conceit, love of admiration, system, and the power of imitation.

(d) The *nondescript*, as its name implies, is a mixture of different varieties of penmanship and indicates an uneven, unsystematic character which is given to extremes in thought and action. The sharp and angular often merges into the nondescript.

Men of force of character usually write poorly, because they have neither time nor inclination to spare for decorative penmanship. Choleric individuals also write poorly through nervousness.

There are other varieties of handwriting, of minor importance, which can be studied in works especially devoted to the subject.

(5) *Dress*: Clothing, except in cases of intentional disguise, indicates character. There is an irresistible tendency, amounting almost to an unwritten law, that a person shall dress in keeping with his or her age, profession and station in life, and it is this which causes dress to be an index to character.

Self-respect, order, system, cleanliness, refinement, good taste, pride, wealth, poverty, and social standing are all suggested by the quality, style, neatness and manner of wearing one's clothes, for he who is orderly with his personal belongings is likely to be systematic in all matters. If a man looks a gentleman, he feels a gentleman, if he wears the ragged clothes of a tramp, he feels like a tramp; so that whatever character a person's

**WELL-FORMED
HANDWRITING IS
A SIGN OF PATIENCE**

**THE ORNAMENTAL
HAND DENOTES
THE ARTISTIC
TEMPERAMENT**

**THE NONDESCRIPT
HAND SHOWS
UNEVENNESS OF
CHARACTER**

**CLOTHING DISCLOSES
CHARACTER**

SURROUNDINGS BETOKEN CHARACTER

appearance suggests, except in cases of intentional disguise, somewhat belongs to him.

Nationality is also disclosed by costume, as different countries have styles peculiar to themselves. Even if a foreigner assumes the dress of the country of his adoption, some detail will usually betray his origin.

If clothing is too heavy or too light, or if it is not changed to accord with climate and temperature, health and consequently character will be affected.

(6) *Surroundings*: The home and its furnishings, such as rugs, pictures, and trifles upon the table, all betoken the character of the occupants. If ornaments are such as appeal to the masculine sex, one may be sure that it is the master's taste which is responsible for appearances. If they are feminine in style, it is the wife who supervises the decorations.

Inferences regarding the intellectual and social status of a householder can be formed by observing the titles of volumes in the library, for books are friends, and friends are similar in character. The grounds which surround a home also bespeak character. If they are unkempt, so is the owner; if they are neat and orderly, refinement will be characteristic of the occupant.

A MAN'S NATURE IS SHOWN BY WHAT HE APPRECIATES

(7) *Literature*: What a man *especially* appreciates he can usually in time and by study and effort himself produce. If it is literature, he can write; if it is poetry, he is at heart a poet; if it is art, he can become an artist; if it is science, such should be his calling. His tastes and abilities, if *cultivated*, will coalesce.

Not only the character but the appearance of an author in a general way can be deduced from his writings. If they abound with statistics, are elaborate in detail, replete with quotations, and overflowing with technical terms, high memorizing power can be deduced, and consequently, a lofty super-structure to the brain, prominent eyes, a pointed chin, the brunet complexion or a selection of these or other signs of memory will be evident.

When, however, literary productions are eminently scientific, practical and original, are concisely and clearly composed, and deal with principles, the author will usually be of medium height or light complexion, he will possess a broad brain which recedes somewhat, his perceptive will be prominent, and his eyes will be of medium or small size and of light color, or a selection of these signs will be present. If an author's writings are decisive and aggressive, the masculine sex usually can be inferred, or if the writer is a woman, she will be masculine in disposition, and a large brain, a strong nose, a firm-set mouth, or broad jaws can be inferred. If an author's language is fluent, vivacious, refined and non-aggressive, his features will be lacking in force and he will be somewhat effeminate. A precise writer is severe and precise in appearance, while one who is calm and deliberate exhibits these traits not only in his writings but in his countenance.

If an author displays bitterness, selfishness and animosity in his compositions, these traits will be stamped upon his features; while if his productions are kindly and of a generous trend, his appearance will harmonize.

Books are potent factors in the moulding of character and are suggestive of the three conditions of matter,—*some are gaseous, others liquid, while yet others are solid.* The majority belong to the first category, a liberal proportion to the second and but few to the third, and this is due to the fact that quantity of production with most writers is of greater consequence than quality, and also because but few authors will spare sufficient time to do justice to any one volume. The great by their writings live after death and thus continue to lead their fellow-men in paths of wisdom.

(8) *Names*: Proper names are indicative of character and can be classified as aristocratic or plebeian, according to the status of the people by whom they usually have been borne. Names which in history have

**VARIOUS WAYS IN
WHICH LITERARY
PRODUCTIONS SHOW
THE CHARACTER
OF AN AUTHOR**

**PROPER NAMES
INDICATIVE OF
CHARACTER**

been held by renowned politicians, scientists, authors, inventors, discoverers, and the like, permanently carry with them something of the dignity and character of their former great possessors.

If a name of high respectability is given to a child, he will generally maintain a creditable reputation throughout life. Serious individuals are prone to bestow serious names upon their progeny, while those who are casual are careless in such matters. Parents give names to their offspring which accord with their own tastes and personalities, and as children resemble their parents, the name of a child is likely to be in keeping with its character. When names and the character of their recipients do not harmonize, nicknames are frequently bestowed which are more appropriate and by which they are known.

THE EFFECTS OF RELIGION UPON CHARACTER

(9) *Religion:* Religious instruction from childhood upward *is of great importance* in the development of character, and to this end inculcating into the mind of youth *the efficacy of prayer and the virtue of obedience to the voice of conscience is essential*. Cultivation of conscience is synonymous with the cultivation of character.

TWO KINDS OF FRIENDSHIPS

(10) *Friendships:* Friendship frequently depends nearly as much upon the circumstances of the first meeting as upon the character of the persons. There are two kinds of friendships, surface and real. The former is merely a make-believe. Surface friends care nothing for one another, and often even are secretly at enmity, but between them there exists an outward show of amity which is maintained for politic reasons. Such friendship is like the froth that floats on the surface of the waters, and like froth, it readily evaporates. The surface friend is to the real friend as copper coin is to gold. Genuine friendship results from spontaneous attraction. It is not a manufactured product.

True friends are affinities and there is in consequence

no feeling of restraint between them, while with non-affinities there is frequently positive repulsion, often upon sight and without apparent cause. Strangers at times are so antagonistic that it is difficult for them to avoid conflict, while personal attraction may be so marked that a lifelong friendship will at once be established. It is astonishing how readily one distinguishes between a friend and an enemy; a glance of the eye is sufficient.

Men of few friends usually possess sound judgment, for not being continually diverted by social engagements, they have time in which to cogitate regarding matters both great and small and cautiously arrive at logical conclusions; furthermore, he who appreciates his own company best inadvertently pays a compliment to himself.

The man of many friends is seldom of strong personality, just as trees are not strong which grow in groups, but this is not the case with one who stands alone, for like the oak he does not require support.

A man's character is similar in marked respects to that of his friends, and it is this which draws them together. Intellectual people prefer learned companions; the unintellectual associate with the unintellectual; commercial men gather with the commercial, and professional with the professional. Since physical proportions as well as facial contour refer to character, tall men usually form friendships with tall men, and short men with those who are short; in the same sex brunets prefer to associate with brunets and blonds with blonds. The seeds of friendship are planted in youth. Mature minds do not readily amalgamate. Friends, like dollars, increase in value as they decrease in number.

(11) *Matrimony*: In opposite sexes dissimilarity attracts; tall men prefer short women; stout men admire the slender; dark men are attracted by blond women, and men of light complexion by brunets. Beautiful

**MEN OF FEW FRIENDS
USUALLY POSSESS
SOUND JUDGMENT
AND STRONG
PERSONALITY**

**FRIENDSHIPS ARE
INDICES OF
CHARACTER**

**MATRIMONY
FROM THE
CHARACTEROLOGICAL
STANDPOINT**

**PHYSICAL OPPOSITES
MAKE DESIRABLE
MATES**

women marry plain men and handsome men select homely women, and this demonstrates the principle that neither males nor females appreciate in the opposite sex that which they themselves possess in full measure.

By the plan of opposites mating, *diverse ability prevents competition, which leads to infelicity*, and thus harmony is assured. In matrimony the man and woman should be complementary, in order that happiness may accrue.

Physical opposites differ more in their views than similitudes, but as affection is stronger, they make up their disagreements more readily. The marriage of opposites results in a balance of character in descendants, while each obtains in his or her spouse, abilities which he or she admires and requires, but does not individually possess.

**OPPOSITE FEATURES
MATED IN MATRI-
MONY INDICATE
CONGENIALITY**

Profiles as well as front faces of opposite contour should be considered in matrimonial selection, and furthermore, as many features as possible of contracting parties should contrast. Opposite features, facial and cranial, when matched in matrimony indicate congeniality.

When a man and woman who are alike in appearance, character, and temperament marry, neither shines in the light of the other; therefore they *do not appreciate* one another beyond what is expressed by the word "casually."

Intensity of attraction between the sexes depends upon *the number and degree* of diametrical traits possessed by them. Chaucer said: "Man should wed his similitude." Chaucer was partly right and partly wrong, for the marriage of similitudes is wise only with those *who possess neutral features and hence neutral traits.*

**MARRIAGE OF
SIMILITUDES WISE
ONLY WITH THOSE
WHO POSSESS
NEUTRAL TRAITS**

People with similar and decided features occasionally mate successfully, *provided they possess opposite temperaments.* Thus mutually large heads or strong features do not debar couples from mating happily, if their dispositions are modified by diametrical temperaments. A man and a woman who have pronounced arched noses

or prominent chins will occasionally harmonize *if one is choleric and the other phlegmatic* in disposition. Mating of this kind, however, is not usual and seldom proves successful. Both features and temperaments should contrast.

They who are average in size, features and complexion, and hence in character, are attracted by and mate properly with their similitudes, for being *neutral in every way*, they cannot marry their opposites as such do not exist. By neutrals mating with neutrals a balance physically and mentally is maintained in descendants. Matrimony under these circumstances, however, is more a matter of friendship than of deep affection. The purpose of nature in the development of the human race is to eliminate extremes and bring descendants back to the average by causing opposites to attract one another. Nature approves of progress but only of uniform progress.

If husbands and wives possessed precisely similar temperaments as well as traits they would, so to speak, see with the same eyes, and of the two sides of life, but one would be observed. It is only by the joining of opposite natures that life *in its many and diverse aspects* receives due attention. The mating of men and women of similar character occasionally produces the genius, for thus magnified capacity in special directions may develop in offspring. Such a fortunate result, however, is exceptional. *The production of the genius is accidental, like the finding of a great nugget or a diamond of unusual size.*

Between husbands and wives, one or the other frequently has a forceful, quick acting, dominating brain while the other is slow and yielding. The one with the active mind ordinarily constitutes himself or herself the leader, while the other becomes a willing follower. Occasionally, however, neither the man nor the woman is by disposition a definite leader, under which circumstances the couple travel together through life as good friends

THE AVERAGE
MATE PROPERLY
WITH THE AVERAGE

THE JOINING OF
OPPOSITE NATURES
CAUSES ALL SIDES
OF LIFE TO BE
CONSIDERED

AN ACTIVE MIND
IN ONE PARTNER
DOMINATES THE
YIELDING MIND OF
THE OTHER

**MARRIAGE AFFECTS
CHARACTER MORE
THAN ANY OTHER
RELATION IN LIFE**

and companions while each goes his or her own way practically independent of the other. When husbands and wives both have the instinct for leadership, trouble accrues.

Marriage affects character more markedly than any other event in life, for the continual association of an individual with another of the opposite sex must in time cast an influence over the mind and disposition of both parties. This is illustrated by the manner in which after years of matrimony it is frequently observed that husbands and wives have a tendency to grow alike in thought and action.

It is well known that the union of relatives, owing to similarity of mental and physical weaknesses, is liable to result in sickly or degenerate offspring, while even those who are not related by blood but possess similar weaknesses transmit their deficiencies in a magnified degree to their descendants.

Some people are capable of being excellent friends but make poor matrimonial mates, while friendship alone will not satisfy those who are true affinities.

**MATRIMONIAL
SELECTION A POTENT
FACTOR IN DECIDING
CHARACTER OF
CHILDREN**

Matrimonial selection is a potent factor in deciding the character of children. By wisely mating, desirable traits can be implanted in descendants, while by unwise marriages the reverse results. *Scientific mating, the principles of which are set forth in these pages*, will produce happy marriages and eradicate physical weaknesses and objectionable traits in descendants.

A composite portrait of the women whom a man has admired at different times in life will form an approximate portrait of his ideal matrimonial mate, and again a composite portrait of the men whom a woman has admired will closely represent her ideal mate. No man or woman marries his or her exact mate (opposite) for the chances of that would be one in a million, but all try to find their counterparts and many succeed fairly well, while others miss the mark liberally.

The more forceful the character of a man the more he loves children and the more children love him, for toward them he can exhibit his strength and extend his power of protection, and with him they feel safe. Masculine women, who possess unusual force of character, are not child lovers and for this reason they frequently do not marry, while womanly women love children and are loved by them, for between them it is like children playing with children.

Wealthy and capable men frequently marry beautiful but incapable women, and their sons accordingly possess less capacity than their fathers. Incapable, but prepossessing men on the other hand often marry homely but capable women and their sons possess extra capacity, and thus it is that capacity ultimately wanes in families who possess wealth and wealth develops in families which previously have been poor.

Early marriages as a rule are more felicitous than those which are consummated later in life, because young people consult the heart more than the brain in making their lifelong choice, while older couples consult their brains more than their hearts.

There are those to whom marriage is not invariably a blessing and this applies to masculine females and effeminate males. A person with an ungovernable temper or an adamant will is happier single and one who is cold, unsympathetic, and unresponsive is equally so.

The following table illustrates the manner in which character between the sexes *should be supplementary* in order to assure happiness in matrimony. As an example twenty-five traits are listed below. This list, however, can be extended indefinitely in practice, and *should be made up of traits which belong to the parties referred to*. The maximum strength of any individual trait allowed to either sex is ten points, and the number of points possessed by a couple referring to any one trait should not in the aggregate exceed ten points, for the

**THE FORCEFUL
MAN IS A LOVER
OF CHILDREN**

**EARLY MARRIAGES
ARE USUALLY
MORE FAVORABLE
THAN LATE ONES**

STUDENT'S COURSE IN CHARACTEROLOGY

TABLE SHOWING
MANNER IN WHICH
CHARACTER BETWEEN
THE SEXES SHOULD
BE SUPPLEMENTARY

TRAITS	1	2	3	4
	MR. X	MRS. X	TOTAL	+ OR -
1. Shrewd.....	7	3	10	0
2. Emphatic.....	6	6	12	2+
3. Energetic.....	8	5	13	3+
4. Critical.....	3	7	10	0
5. Intellectual.....	9	5	14	4+
6. Confiding.....	2	2	4	6-
7. Unselfish.....	5	5	10	0
8. Conservative.....	4	6	10	0
9. Idealistic.....	2	3	5	5-
10. Self-reliant.....	8	6	14	4+
11. Affectionate.....	5	4	9	1-
12. Concentrative.....	8	4	12	2+
13. Calculating.....	9	7	16	6+
14. Scientific.....	6	3	9	1-
15. Initiative.....	9	6	15	5+
16. Practical.....	8	4	12	2+
17. Courageous.....	9	6	15	5+
18. Persevering.....	7	5	12	2+
19. Determination.....	7	5	12	2+
20. Affable.....	4	9	13	3+
21. Animated.....	3	7	10	0
22. Prompt.....	8	6	14	4+
23. Talkative.....	2	7	9	1-
24. Memorizing capacity.....	6	6	12	2+
25. Reasoning capacity.....	9	5	14	4+
Totals.....	154	132	286	36+

reason that traits in which one is strong the other should be weak. The first column represents the character of Mr. X in points. The second column refers to the strength of the same traits as possessed by Mrs. X. The third column represents their total points. The plus (+) or minus (-) signs assigned to numbers in the fourth column indicate the number of points in which the couple are excessive or deficient above or below ten points, which is normal or average. The total of minus signs is to be subtracted from the total of plus signs, or the reverse, in calculating the final total at the foot of

the fourth column, which indicates the ultimate strength or weakness of the couple (referring to all traits listed), above or below normal. As there are twenty-five traits listed and the *final total* indicates thirty-six points *plus*, the couple are *plus*, that is, extra strong on an average of $1\frac{11}{25}$ (or 1.44) points, which as an average is *not especially* unfavorable, although individual traits Nos. 6, 9, 13, and 17 (being *in the aggregate* extra strong or extra weak) are danger points. The traits (see fourth column) in which Mr. and Mrs. X are *conjointly* extra strong or *conjointly* extra weak will be *contentious traits* which will cause adverse criticism each of the other, and hence discord. The traits in which one is strong and the other weak will cause admiration the one for the other, and hence concord. When traits are balanced as to strength and do not exceed ten points *in the aggregate* (see third column), happiness will prevail. If a *majority* of the twenty-five traits are *extra strong or extra weak*, neither will admire the other and unhappiness will develop.

A table similar to the above follows, consisting of *physical* characteristics. When *many* physical proportions or features are extra strong *as shown by plus signs* or markedly lacking in strength *as indicated by minus signs*, disharmony in married life is indicated. Signs as shown in the table *are not referred to in feet or inches of height or in pounds of weight of body*, but are bespoken *relatively*, that is, merely as *height or weight*. Extreme characteristics of a person (husband or wife) *cannot* individually exceed ten points, while the husband and wife, referring to any one physical characteristic, *should not* total more or less than ten points that harmony in matrimonial life may eventuate. The extreme or danger points in the second chart (page 40) are Nos. 12, 13, 15 and 22. While the above deductions are *but approximate*, they are *instructive and valuable* to those contemplating matrimony. Analysts will vary in their capacity to compute results.

WHEN TRAITS ARE
BALANCED, HAPPINESS RESULTS

STUDENT'S COURSE IN CHARACTEROLOGY

**TABLE SHOWING
MANNER IN WHICH
PHYSICAL CHARAC-
TERISTICS SHOULD
BALANCE BETWEEN
THE SEXES**

TRAITS	1	2	3	4
	MR. X	MRS. X	TOTAL	+ OR -
1. Height	7	6	13	3+
2. Weight	8	5	13	3+
3. Size of head (relatively) . . .	8	6	14	4+
4. Length of head, front to back (relatively)	5	4	9	1-
5. Breadth of head (relatively)	6	6	12	2+
6. Height of forehead	8	6	14	4+
7. Breadth of forehead	5	5	10	0
8. Prominence of forehead . . .	7	7	14	4+
9. Size of eyes (largeness) . . .	5	8	13	3+
10. Prominence of eyes	5	7	12	2+
11. Size of nose (largeness) . . .	6	4	10	0
12. Breadth of nose	2	3	5	5-
13. Size of mouth	8	7	15	5+
14. Fullness of lips	6	6	12	2+
15. Size of ears	9	7	16	6+
16. Thinness of ears	7	7	14	4+
17. Prominence of chin	4	8	12	2+
18. Breadth of jaws	6	7	13	3+
19. Length of neck	5	8	13	3+
20. Breadth of neck	8	5	13	3+
21. Complexion (darkness) . . .	4	8	12	2+
22. Color of eyes (darkness) . .	1	2	3	7-
23. Color of hair (darkness) . .	5	9	14	4+
24. Texture of hair (coarseness)	6	8	14	4+
Totals	141	149	290	50+

**PLACE OF RESIDENCE
A FACTOR IN
CHARACTER**

(12) *Residence:* Life in a metropolis or a rural district affects character; in the former case man associates continually with his fellow beings, while in the latter he is drawn close to nature. In city life, experiences crowd upon one another, while in the country quietude and tranquillity prevail.

Mentality is influenced by improper housing. If a home is poorly ventilated, the sleeping apartments receiving no sunlight, or if rooms are small and dingy, health and therefore character will be adversely affected.

(13) *Food and Stimulants:* Insufficient nourishment, overfeeding, or eating indigestible food, depresses the mind and affects the character. To those who pursue mental occupations overfeeding is especially detrimental; for if the blood is required to support congested digestive organs as well as the brain, mentality and character will suffer. This is on the principle that a fire which receives sufficient fuel burns brightly, but one which is overfed is smothered.

**FOOD AND
STIMULANTS
AFFECT
CHARACTER**

Self-control will give health to men. He who satisfies his appetite at breakfast, partakes of a light luncheon and dines on his imagination will save his digestive organism and live a life of health and contentment. Eating takes away appetite—therefore eat less frequently and feast when you eat. By limiting the appetite a snack will become a feast. Eat less, sleep less, think more and work more, are precepts which lead to health, prosperity and enjoyment. There are, however, individuals who reverse the rule and eat and sleep less than they should.

**MODERATION
IN EATING AND
SLEEPING MEANS
ENJOYMENT OF LIFE**

Coffee, which is a powerful heart stimulant, affects the temperament and influences character to such an extent that *it is frequently one of the greatest sources of matrimonial infelicity*, its effect being especially detrimental to those who are of the choleric temperament. Tea drinking acts similarly, but to a modified degree. Coffee and tea taken at meals primarily stimulate digestion; taken between meals they stimulate the brain. They should not, however, be taken both at and between meals.

A stimulant is a mental whip, man's organism is the horse. If a horse is whipped unnecessarily it is driven to death, and the same for the human organism.

**A STIMULANT IS
A MENTAL WHIP**

Obsession is a powerful factor in the lives of many people. One person thinks he cannot sleep in the daytime or when it is light. Another has no difficulty in so doing. One person thinks he cannot digest meat and another avoids vegetables. One will eat sweets while another

STUDENT'S COURSE IN CHARACTEROLOGY

CLIMATE INFLUENCES CHARACTER

avoids them. Such peculiarities at times are founded upon necessity, while with others they are merely obsessions.

The reason why people tire of a particular food, is because their systems become satiated with the chemical properties therein contained. Man's system is made up of many chemical ingredients, and an excessive supply of any one produces adverse conditions; hence the advisability of variety in nourishment.

A philosopher, when asked if life was worth living, replied, "It depends upon the liver"—and this is true in more senses than one. A person who is moderate in his diet has a reasonable assurance of longevity.

(14) *Climate*: The characteristics of the human race follow and accord with climatic conditions of the earth's surface. They who live in the extreme north, or are descended from ancestors who originally resided in the far north, possess certain marked traits. To those who live in or are descended from ancestors who have lived in the torrid zone belong distinctive traits, while the inhabitants of the temperate zone are less extreme in type and more capable.

The inhabitants of tropical countries, owing to excessive heat, are the least intellectual, and those of the arctic regions, on account of protracted and excessive cold, stand second in this category. Those who reside in temperate climates are the most highly developed both physically and mentally. Climate and atmospheric conditions develop energy in cool and lethargy in warm weather.

Voltaire in one of his letters says: "My work has been murky today because the weather was murky," which illustrates the depressing effect of the atmosphere upon mentality. Sunshine is cheering and vivifying, while clouds and dampness cast a gloom over the mind.

LIGHTING AND COLOR OF ONE'S SURROUNDINGS AFFECT CHARACTER

(15) *Colors*: The lighting and prevailing color of one's surroundings affect character; an abundance of light is cheering, while dark rooms are depressing.

NAPOLEON BONAPARTE
MILITARY GENIUS—1769-1821



(ANTERIOR VIEW)



(LATERAL VIEW)

Conspicuous Features

1. Large, narrow head.
2. Classic Roman nose, narrow, pointed and projecting, with thin alæ and drooping septum.
3. Large, well-formed mouth.
4. Strong, prominent chin.
5. Broad, square jaws.
6. Prominent cheek bones.
7. Cranium of medium height, somewhat contracted at the temples.
8. Perceptives prominent.
9. Short upper lip.

History

Napoleon was born in Ajaccio, Corsica, in 1769. During the Revolution his great genius as a military leader

was revealed. He assumed the title of Emperor of France in 1804 and within a few years conquered most of the great powers of Europe. He suffered a severe repulse in Russia in 1813. In 1814, Austria, Prussia, Russia and England defeated him and forced him to abdicate. He retired to Elba, but later returned to France. The English and Prussians finally inflicted a crushing defeat upon him at Waterloo in 1815, after which he was banished to St. Helena, where he died in 1821.

Character from Death Mask

The head of Napoleon, although powerful, possesses many feminine points. The narrowness and fine lines of the nose, the thinness of the alæ, the prominent chin, the large eyes, the short upper lip, and the thinness of the lips are all feminine signs. His high cheek bones,

Character of Napoleon from Death Mask (Continued)

strong arched nose, prominent perceptives and large mouth are masculine, so that his character was a mixture of masculine and feminine traits. He possessed a superior memory and great energy. His large eyes and narrow cranium denote rashness and impetuosity, which frequently achieved victories before adequate defense

could be prepared against him. His arched nose, prominent chin and broad jaws are evidences of self-esteem, wilfulness, and unyielding aggressiveness. His feminine features, which are mostly shown in his profile, refer to refinement; while his front face, which is masculine, exhibits great force of character.

OLIVER CROMWELL
LORD PROTECTOR OF ENGLAND—1599-1658



(ANTERIOR VIEW)

Conspicuous Features

1. Massive and powerful head.
2. Large, broad Roman nose.
3. Perceptives medium.
4. Mouth, large and firm.

History

Oliver Cromwell was born at Huntington in 1599 and died in 1658. He was a gentleman farmer and resided near Ely, in which locality he led the opposition against Charles I. He received a university education and early embraced Puritanism. He commanded the famous regiment of "Ironsides." During the Commonwealth, he became Lord Protector of England. His foreign policy



(LATERAL VIEW)

was conspicuous for sagacity and shrewdness. He was buried in Westminster Abbey, but after the Restoration his body was gibbeted at Tyburn and interred there.

Character from Mask

The features are strong and virile. Practical common sense is written in every line. His powerful nose betokens strength of purpose and a commanding personality. His large, firm mouth, together with broad, square jaws, shows unbending determination. The backward slant of the forehead implies reasoning capacity, but the breadth of his cranium is disappointing; furthermore his perceptives are not so conspicuous as would be expected.

MAXIMILIAN COMTE LAMARQUE

GENERAL—1770-1832



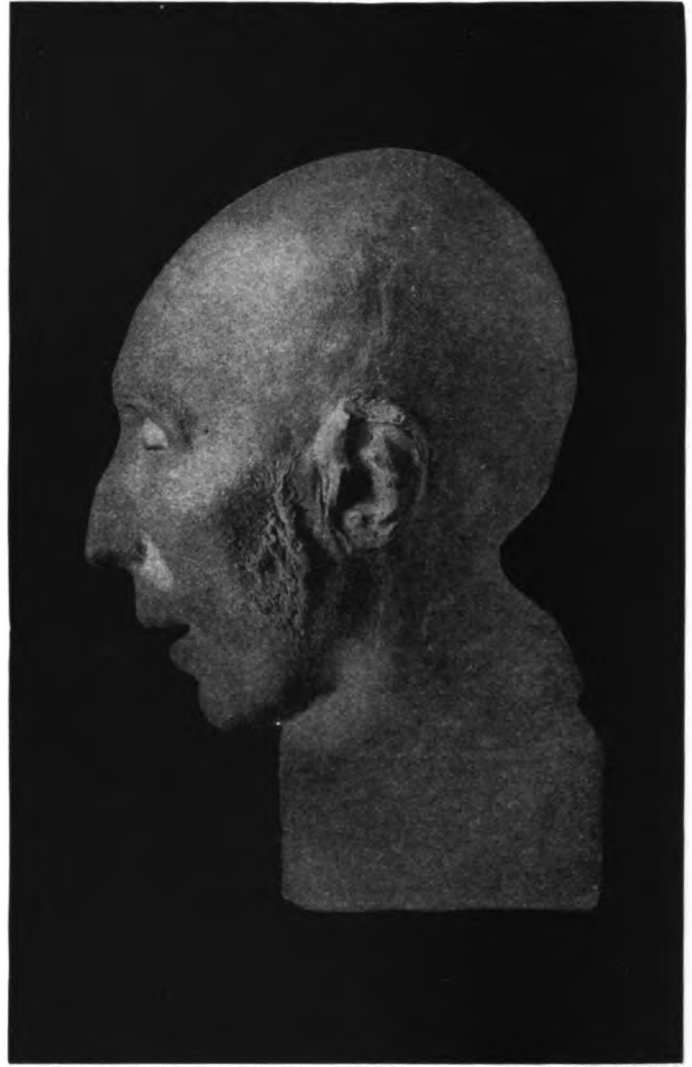
(ANTERIOR VIEW)

Conspicuous Features

1. Forehead exceedingly low and greatly receding.
2. Postero-superior district highly developed.
3. Roman nose.
4. Narrow lower face.
5. High cheek bones.

History

General Lamarque (1770-1832) was born at St. Sever, Landes, France. He was an intrepid military commander and a Revolutionist. He captured Capri from the English. In the battle of Wagram he had four horses killed under him. He fought under Napoleon on his



(LATERAL VIEW)

return from Elba. He was an orator, and later in life engaged in literary pursuits.

Character from Death Mask

The cranial features of Lamarque are peculiar. His extremely low forehead and arched profile, together with contraction at the temples, refer to traits which eliminated caution and made him a dashing officer. The prominence of the supero-posterior district indicates great firmness and self-esteem, which are requisite traits for a military officer, while his strong Roman nose suggests an instinctive commander of men. Lamarque's victories were doubtless won by impetuosity and energy in combination with entire absence of fear, which traits were shown by the manner in which he constantly surprised his opponents by rapid and unexpected movements.

TEST QUESTIONS ON LESSON X

(Before undertaking Lesson XI, be sure you can answer, satisfactorily to yourself, the following Test Questions on Lesson X.)

1. *Define Pathognomy. Explain how it differs from Physiognomy. Why is character reading by Pathognomy the finesse of analysis?*
2. *What are the eight pathognomical signs of character?*
3. *Why is the expression of the countenance difficult to analyze? Why should the analyst study a subject's features in conversation?*
4. *How is the character indicated by the voice? Give three traits which are suggested by the voice. What are the indications of rapid talking? Of slowness in speech?*
5. *Give some of the significations of excessive talking, and some of the signs of talkativeness.*
6. *Name certain indications of silence.*
7. *What does a hesitating speech reveal? Name some of the different kinds of voices. What does refinement in speech show? What coarseness?*
8. *How is laughter an index of character? What does intensity of laughter signify? What is shown by those who refrain from laughter? What temperament does laughter refer to? What silence? Name the favorable signs of laughter. The unfavorable signs.*
9. *What is the temperamental indication of smiling? What is the practical value of the smile? How are smiles often employed? Name some varieties of smiles.*
10. *Define gesture. Name certain emotions displayed by gesture. What features are used in gesture?*
11. *How does handshaking reveal character? Peculiarities of walking?*

TEST QUESTIONS

12. *How are refinement and lack of refinement evidenced?*
13. *What supplementary indications of character are of especial interest to an analyst in studying a subject?*
14. *What matters of personality specially concerns an analyst? How are traits revealed by age? How are height, weight, etc., indicative of character?*
15. *What should be noted regarding the hands? How does the general human anatomy interest the analyst? Health?*
16. *How does conversation reveal character? Why is it desirable for an analyst to engage his subject in conversation before a reading?*
17. *In what way is handwriting significant? How is handwriting classified? Give the traits referred to by the various classes.*
18. *What can be judged from clothing? From the surroundings in which a person lives? How is literature to be considered in analysis? Do an author's writings reveal his personality?*
19. *What is the characterological significance of proper names? How does religion refer to character?*
20. *Are friendships indicative of character? What traits are referred to in a man of few friends? In a man of many friends?*
21. *What is the value of characterology in matrimony?*
22. *Explain the reasons why the joining of opposite natures results in happy marriages.*
23. *Why does marriage affect the character more than any other relation in life?*
24. *How does place of residence affect character?*
25. *State some of the relations of food and stimulants to character. How does climate exert a general influence on character?*

STUDENT'S COURSE IN CHARACTEROLOGY AN EXACT SCIENCE

Lesson XI—Page 3

IN FIFTEEN LESSONS

LESSON XI

COMPARISON OF THE SEXES

Man should be a symmetrical union of animality and mentality, of the masculine and the feminine, of force and of refinement.

MASCULINE and feminine traits are mixed in the sexes, for seldom if ever, is the character of a person of either sex composed entirely of masculine or wholly of feminine traits, a blending of the two being not only usual but desirable. Feminine characteristics, *when not too pronounced*, favorably modify a masculine disposition; those of the masculine variety in moderation favorably strengthen the feminine character; and thus masculinity and femininity as between the sexes are associated and influence each other.*

It is incorrect to speak of one sex as being superior to the other, as both are created for and hence are equally well adapted for their respective spheres in life, the one being the complement of the other. It is the feminine element largely which gives refinement to the character, while masculine features, for the most part, refer to initiative, aggressiveness, and strength.

A selection of all masculine and feminine features which indicate forceful traits will in combination signify *great* strength of character, while weak features selected from both sexes, if combined, will give the weakest

* This course has been addressed largely to the masculine sex to avoid repetition of such terms as male and female, men and women, or masculine and feminine but it is, naturally, intended for both sexes.

**MASCULINE AND
FEMININE TRAITS
ARE BLENDED IN ALL
PERSONS**

**NEITHER SEX
SUPERIOR, THE ONE
BEING THE COMPLE-
MENT OF THE OTHER**

**THE FEMININE
ELEMENT REFINES
THE CHARACTER,
THE MASCULINE
GIVES STRENGTH**

STUDENT'S COURSE IN CHARACTEROLOGY

**CERTAIN TRAITS
WHICH DENOTE
STRENGTH IN MEN
SHOW WEAKNESS
IN WOMEN**

**FEMININE INTUITION
IS BASED ON MEM-
ORY, MASCULINE
ON REASON**

**NORMAL CIRCUM-
FERENCE OF ADULT
MALE AND FEMALE
HEADS**

possible countenance (see Chart Q, Lesson XIII).

Men are prone to believe that to them belong all the forceful features and traits, but that such is not the case is illustrated by the prominent chin and thin lips which, although signs of force of character, are feminine indications, since they are more usual with females than males.

There are traits which denote strength in men but weakness when possessed by women, and there are others that suggest strength in women which are regarded as signs of weakness in men; thus men are strong in an aggressive way, while women are equally so in defense. A man's character says "You will," a woman's says "You won't." Female character can be compared to armor plate, male character to the shot which strikes it. The one stands for resistance, the other for force.

To the feminine sex has ever been attributed the power of intuition, but it must be understood that men are intuitive also, the sexes possessing different kinds of intuition. Feminine intuition is founded upon memory of experiences, while masculine intuition is based upon decisions which in the past have been reasoned out and proved.

In estimating mentality, brains should be compared according to sex, those of the male sex with male brains and of the female sex with female brains, because the brain of the average male is larger than that of the average female and the contour is radically different.

The greatest lateral circumference of the mature living male head seldom exceeds twenty-three and three-quarter inches, and that of the female twenty-two and three-quarters. If the male cranium is less than twenty or the female less than nineteen inches in circumference, it evidences subnormal mentality; while if the male surpasses twenty-four or the female exceeds twenty-three inches unusual mental power is shown. The

extreme breadth of the male head seldom exceeds six and one-half inches or of the female six inches.

Traits of character are strongly individualized in men but blended in women. Consequently, features are erratic in combinations or proportions in the male sex, but harmonize in the female sex. Men are appropriately inharmonious in features, while women are harmonious and therefore beautiful.

Feminine signs in both cranium and features refer largely to passive or receptive love, memory, power of imitation, timidity, refinement and aptitude at details, and these are contrary to active love, aggressiveness, initiative, profound thought and originality, which are conspicuous aptitudes in the male sex. The masculine brain is concentrative and readily assimilates principles, while the feminine is more diverse and is apt at details. The character of a man of marked personality when charted is suggestive of a rough, mountainous country, while that of the average woman is like an undulating plain. (See signs of Memory and Reason, Lesson XII.)

A masculine woman is pleasant, when she is pleasant, because she wishes to be so, while an effeminate woman is pleasant because she cannot help it. A masculine man is forceful by nature. An effeminate man seldom exhibits force.

Masculine signs signify love of the female sex, and in proportion as they predominate, the degree of such love can be estimated; while feminine signs suggest affection for the male sex and love of offspring, and as they predominate so are these traits conspicuous.

Female character is represented by the verb "to be." A feminine woman wishes *to be* protected, *to be* admired, *to be* loved, *to be* supported, *to be* advised by man, while a masculine man desires to protect, to admire and perhaps to worship woman. When the sexes are reversed as to masculinity and femininity, the rule is reversed.

**TRAITS ARE
INDIVIDUALIZED IN
MEN AND BLENDED
IN WOMEN**

**THE MASCULINE
BRAIN ASSIMILATES
PRINCIPLES, THE
FEMININE BRAIN IS
APT AT DETAILS**

**THE MASCULINE
CHARACTER IS
AFFIRMATIVE OR
ACTIVE, THE
FEMININE IS RECEP-
TIVE OR PASSIVE**

STUDENT'S COURSE IN CHARACTEROLOGY

CHARACTERISTICS OF THE EXTREME MASCULINE FACE

Man admires woman, because she is weak where he is strong and strong where he is weak.

An extreme masculine face is:

- (a) Short in the upper third, namely, the forehead.
- (b) Long in the middle third, namely, the nose and upper lip.
- (c) Short in the lower third, namely, the lower lip and chin.

CHARACTERISTICS OF THE EXTREME FEMININE FACE

This type of face suggests a reasoning mind.

An extreme feminine face is:

- (a) Long in the upper third, namely, the forehead.
- (b) Short in the middle third, namely, the nose and upper lip.
- (c) Long in the lower third, namely, the lower lip and chin.

THE TWO TYPICAL FACES CONTRASTED

This type of face implies memory.

A typical masculine countenance includes a somewhat receding forehead, a prominent superciliary ridge, medium or small eyes, a broad, arched nose, full lips and a broad, *slightly* receding chin, which combined indicate shrewdness and aggressiveness modified by fairmindedness and generosity; while a typical feminine face embodies a vertical or protruding forehead, large eyes, absence of the superciliary ridge, a short, narrow, concave nose, a short upper lip, thin lips and a prominent pointed chin, which in combination refer to memory, conscientiousness and wilfulness. On the other hand, a countenance which is composed of medium sized eyes, nose and mouth, a forehead of average height and prominence, and a chin of average size, prominence and proportions, is neutral; in other words, is not clearly indicative of either sex and hence does not distinctly predicate reason, memory, or other decisively masculine or markedly feminine characteristics.

MEDIUM SIZED FEATURES WHEN ASSOCIATED REFER TO A NEUTRAL CHARACTER

Viewed laterally the anterior portion of the head can be masculine in outline and the posterior portion feminine,

or the converse, and again, the anterior and posterior profiles can be both masculine or both feminine in contour. As convexity of the facial profile and flatness of the occipital region become more pronounced, masculinity increases, and conversely, as flatness or concavity of the face becomes marked and the occipital region protrudes, femininity predominates and passive or receptive affection supersedes the active variety (see Chart Q, Lesson XIII).

The blond complexion is masculine, the brunette is feminine. This is illustrated ethnologically by the prominent traits of character possessed respectively by Northerners, who are blonds, and by Southerners, who are brunets.

Mixed coloring, which is usual in Central Europe and the United States, signifies a blending of masculine and feminine traits.

THE BLOND (NORTHERN) COMPLEXION IS MASCULINE, THE BRUNETTE (SOUTHERN) IS FEMININE

STUDENT'S COURSE IN CHARACTEROLOGY

**MALES AND FEMALES
ARE ANTITHETICAL
IN CHARACTER,
IN ALL CRANIAL
DISTRICTS AND IN
FEATURES**

**MASCULINE AND
FEMININE PHYSI-
OGNOMICAL SIGNS
CONTRASTED**

MASCULINE AND FEMININE SIGNS CONTRASTED

Males and females are opposite (antithetical), not only in character and sex, but to a greater or lesser degree in all physical details, including cranial districts and features.

The following is a list of masculine and feminine indications, as shown physiognomically, craniologically, and in the physique:

Physiognomical

Masculine Signs	Feminine Signs
(1) Small eyes.	Large eyes.
(2) Large, broad arched nose.	Small, narrow, concave nose.
(3) Medium sized, thick ears.	Relatively large, thin ears.
(4) Large mouth, full lips.	Small mouth, thin lips.
(5) Broad, square jaws.	Narrow, rising jaws.
(6) Broad, somewhat receding chin.	Narrow, projecting, pointed chin.
(7) Heavy, low, straight eye-brows.	Thin, high, arched eye-brows.
(8) Coarse hair.	Fine hair.
(9) All blond signs.	All brunet signs.

Craniological

**MASCULINE AND
FEMININE CRANIO-
LOGICAL SIGNS
CONTRASTED**

Masculine Signs	Feminine Signs
(10) Prominence of the antero-inferior district.	Low development of the antero-inferior district.
(11) Medium prominence of the antero-superior district.	High development of the antero-superior district.
(12) Prominence of the supero-posterior district.	Low development of the supero-posterior district.

Masculine Signs (Continued)	Feminine Signs (Continued)
(13) Low development of the postero-central (occipital) district.	Prominence of the postero-central (occipital) district.
(14) Prominence of the antero-lateral district.	Low development of the antero-lateral district.
(15) Prominence of the infero-posterior district.	Low development of the infero-posterior district.

Physical

Masculine Signs	Feminine Signs
(16) Extra height.	Medium height.
(17) Broad shoulders, narrow hips.	Narrow shoulders, broad hips.
(18) Large bones.	Small bones.
(19) Long limbs.	Short limbs.
(20) Large hands and feet.	Small hands and feet.

MASCULINE AND FEMININE PHYSICAL SIGNS CONTRASTED**SEX FEATURES SEGREGATED**

Much has been written concerning the variations between the outlines of the male and female figures, but the extreme and equally important demarkations which exist between male and female craniums and features have not heretofore been detailed, illustrated or scientifically differentiated.

It is advisable *at the outset*, in diagnosing character, to estimate the percentage of masculinity versus femininity possessed by a subject. *This has not heretofore been possible.* It can be accomplished by allotting to each one of the above twenty signs from 1 to 5 points according to the degree of development of each sign as possessed by a subject under analysis, *utilizing the masculine list in diagnosing males and the feminine list for females.* The sum of the points thus assigned will represent the

IN DIAGNOSIS, THE PERCENTAGE OF MASCULINITY VERSUS FEMININITY SHOULD BE DETERMINED

**A SUPER-FORCEFUL
CHARACTER IS
INDICATED WHEN
MASCULINE FEATURES
IN A MAN AGGREGATE
80 PER CENT OR MORE**

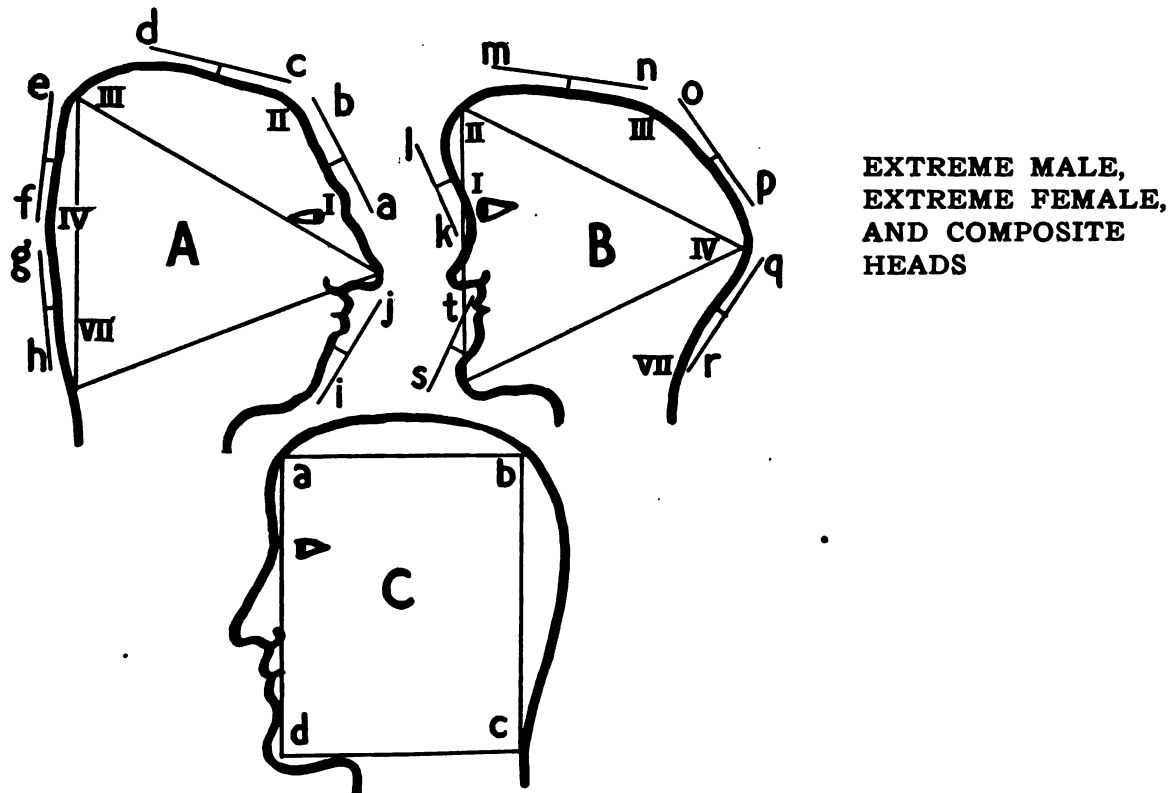
relative sex percentage of the subject. By subtracting the sum total or percentage, thus ascertained, from 100 per cent, the antithetical percentage (that is, the percentage of the opposite sex present in the individual) can be deduced. Thus, if Mr. X totaled 75 per cent in favor of masculinity, this numeral subtracted from 100 would give 25 per cent for femininity so that his percentages would be 75 per cent masculine and 25 per cent feminine. To be decidedly masculine the features of a man should approximate 80 per cent in masculinity and hence not more than 20 per cent in femininity, while to be conspicuously feminine in character, the features of a woman should total at least 80 per cent in femininity and not more than 20 per cent in masculinity. A super-forceful character is indicated when masculine features in a man aggregate more than 80 per cent, and an extremely effeminate character is shown if the total of feminine features in a woman amounts to more than 80 per cent. An effeminate man will not aggregate more than 65 per cent in masculinity, and a masculine woman will not exceed an equal percentage in femininity.

As an illustration of the unfavorable result of the presence of too many masculine signs in the male countenance, the author recalls a man who possessed the greatest number of such indications that he has ever beheld in one person, but he was not well balanced, and another who was nearly as masculine was markedly erratic. Harmony is as desirable among the districts of the brain as among nations and states.

It will be noticed that homely women usually have masculine features, and it is a preponderance of the male element in their characters and hence signs in their countenances which causes them to be considered homely; men, on the other hand, who have an unusual number of

feminine features are considered handsome, but they are lacking in force and possess effeminate characters.

A face and head which are *purely masculine* and in



EXTREME MALE,
EXTREME FEMALE,
AND COMPOSITE
HEADS

CHART N
LATERAL VIEWS OF EXTREME MALE, EXTREME FEMALE, AND
COMPOSITE HEADS

which the female element is *entirely eliminated* is unusual, and the same can be said of a *wholly feminine countenance and head*; consequently drawings exhibiting *exclusive sex combinations* appear strange (see Profiles A and B, Chart N).

THE OUTLINE OF AN
EXTREME FEMININE
HEAD IS ANTITHET-
ICAL TO THAT OF AN
EXTREME MASCULINE
HEAD

THE TYPICAL MALE
PROFILE IS CONVEX,
THE FEMALE
CONCAVE

WHEN ADJOINING DIS-
TRICTS ARE DEVEL-
OPED SO THAT ONE IS
PROMINENT AND THE
OTHER DEPRESSED
CONTRASTING TRAITS
ARE CONSPICUOUS

MASCULINE AND FEMININE HEADS ANTITHETICAL

The outline of an extreme feminine head is *precisely antithetical* to that of an extreme masculine head.

The three profiles, A, B, and C (Chart N) respectively illustrate *purely* masculine, *purely* feminine and *neutral* or composite outlines of heads. The third illustration, C, is produced by a blending of the masculine and feminine profiles, A and B (the former, A, being reversed for the purpose). These three profiles are intended to illustrate *the author's discovery concerning the diametrical peculiarities in every detail of sex cranial and facial conformations*. It will be noticed that while the profiles A and B face in opposite directions, the triangles within them, which follow the general inclinations of the outlines of the heads, both point in the same direction, namely, to the right. The male profile, A, is convex while the female profile, B, is concave; furthermore, the two profiles fit one another as to convexity and concavity, and while the occiput (IV) of the male outline, A, is nearly vertical, and comparatively flat, that of the female, B, is strongly convex. The composite profile, C, on the other hand, corresponds with the outlines of the parallelogram *a-b-c-d*.*

The slanting planes superimposed upon the outlines of the profiles A and B illustrate the prominences and depressions relative to each other of extreme male and extreme female profiles (facial and cranial) and they show also the manner in which adjoining districts should be related to each other in matter of development (*one being prominent and the other depressed*) in order that the traits which pertain to such districts may be markedly conspicuous in the character.

When adjoining districts are thus related, they magnify each other, so that the traits which belong to the prominent districts are extra conspicuous, as is likewise

*The Roman numerals within the drawings A and B refer to the districts of the brain as shown upon Chart M (Lesson VIII).

the case with the negative traits which pertain to the depressed districts. Thus, in the *masculine profile*, A, District I is prominent but District II is depressed, as is shown by the slanting line *a—b*; while in the *feminine profile*, B, the reverse is observable, namely, District I is depressed but District II is prominent, as is illustrated by the inclined plane *k—l*. Again, in the masculine profile, A, District II is depressed but District III is prominent, as is shown by the inclined plane *c—d*; while in the feminine profile, B, District II is prominent but District III is depressed, as is shown by the inclined plane *m—n*. Again, in the masculine profile, A, District III is prominent while District IV is *comparatively* depressed, as is shown by the line *e—f*; but in the feminine profile, B, District III is *comparatively* depressed while District IV is prominent, as is shown by the inclined plane *o—p*. Yet again, in the masculine profile, A, District IV is *comparatively* depressed but District VII is *comparatively* prominent, as is shown by the nearly vertical plane *g—h*; while in the feminine profile, B, District IV is prominent but District VII is depressed, as is shown by the inclined plane *q—r*. Among the features, it likewise will be observed that the same principle of inclination holds good; thus, in the masculine profile, A, prominence of the center of the face, a strong nose, is accompanied by depression of the chin and of the forehead, as is shown by the inclined planes *a—b* and *j—i*; while in the feminine profile, B, the reverse is the case, for here depression in the center of the face is associated with a prominent forehead and prominent chin, as is shown by the slanting planes *s—t* and *k—l*.

When, on the other hand, adjoining districts are *mutually* prominent or *mutually* depressed, marked traits are not exhibited in the character, as is illustrated in the neutral or composite profile, C, in which harmony and balance of all features both facial and cranial are represented, but conspicuous traits of character are absent.

COMPARISON OF THE CRANIAL DISTRICTS SHOWN IN CHART N

WHEN ADJOINING
DISTRICTS ARE
MUTUALLY PROMI-
NENT OR MUTUALLY
DEPRESSED, MARKED
TRAITS ARE LACKING

**EXTREME MALE AND
EXTREME FEMALE
FEATURES
COMPARED**

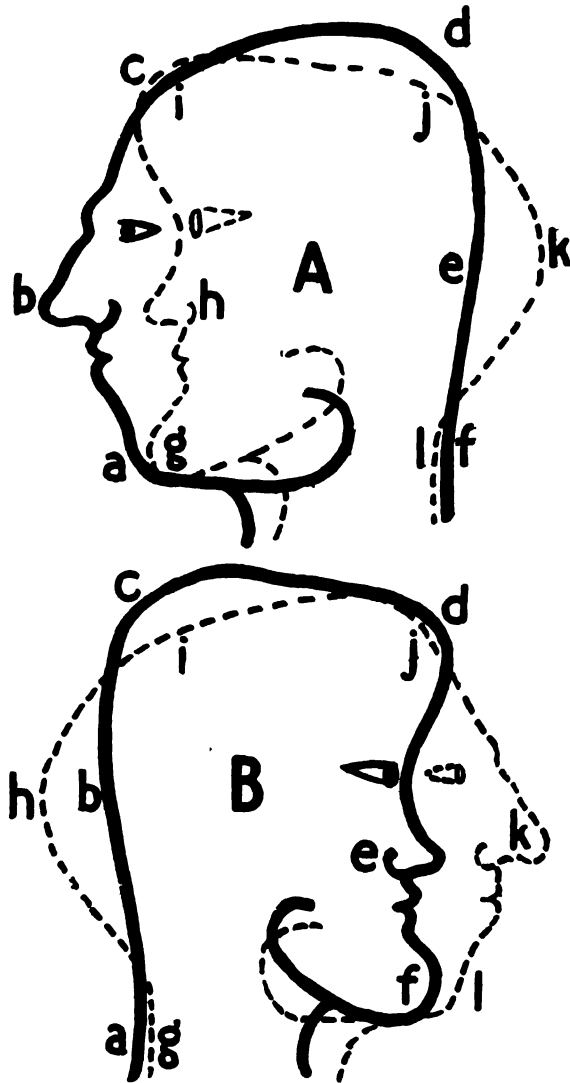


CHART O
LATERAL VIEWS SHOWING EXTREME MALE FEATURES AND
EXTREME FEMALE FEATURES

PURE AND COMPOSITE HEADS

The two profiles in Drawing A (Chart O) one a continuous black line (*a-b-c-d-e-f*) and the other a dotted line (*g-h-i-j-k-l*) are respectively extreme (pure) masculine and extreme (pure) feminine outlines of heads superimposed. Mixed outlines are shown in Drawing B as the continuous black outline (*a-b-c-d-e-f*) has a feminine face (*d-e-f*) and a masculine occiput (*a-b-c*), while the dotted profile (*g-h-i-j-k-l*) has a masculine face (*j-k-l*) and a feminine occipital outline (*g-h-i*).

PURE AND COMPOSITE
HEADS
SUPERIMPOSED

POSITIVE AND NEGATIVE INDICATIONS

Positive signs (cranial or facial) of traits are negative signs of antithetical traits; thus, positive signs of memory are negative signs of reason (against reason), while positive signs of reason are negative signs of memory. Positive signs of force are negative signs of refinement (contrary to refinement) and positive signs of refinement are negative signs of force. Again, positive signs of masculinity are negative signs of femininity, while positive signs of femininity are negative signs of masculinity. Signs of reason, of force and of masculinity coalesce, while signs of memory, of refinement and of femininity are identical.

POSITIVE SIGNS
ARE NEGATIVE SIGNS
OF ANTITHETICAL
TRAITS

EXTREME MALE AND
EXTREME FEMALE
FEATURES
SUPERIMPOSED

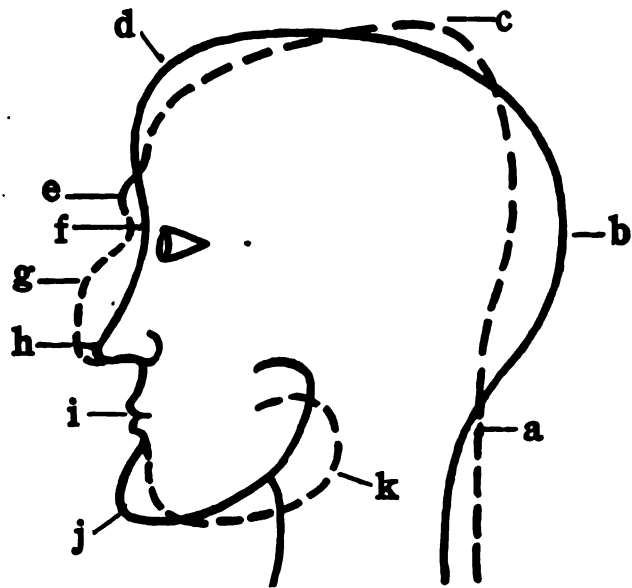


CHART P
LATERAL VIEW SHOWING EXTREME MALE FEATURES SUPERIMPOSED
ON EXTREME FEMALE FEATURES

ANTITHETICAL CRANIAL DISTRICTS*

When adjoining districts are mutually prominent, they are antithetical in significance and thus act as a curb upon one another, each influencing and preventing super-activity of the other, but when one district is prominent and its neighbor is depressed, the prominent district is unrestrained, and the traits which refer to it are extra emphatic. Thus, for example (Chart P†), the antero-superior district (*d*), *when prominent*, denotes generosity, while its neighbor, the postero-superior district (*c*), *when prominent* indicates selfishness. Consequently when *mutually prominent* these districts modify each other, so that neither generosity nor selfishness is conspicuous; when, however, one of these districts is prominent and the other is depressed, the one which is prominent is unrestrained and therefore super-forceful.‡

The following districts and features when prominent are alternately masculine and feminine and are antithetical in significance (see Chart P, which illustrates *extreme masculine* and *extreme feminine* heads superimposed, the dark outline being feminine and the dotted outline masculine), thus:

- The Postero-inferior district . (a) when prominent is masculine and indicates active affection; is antithetical to
- The Postero-central district . (b) which when prominent is feminine and indicates passive or receptive affection.

*See Chart M, Lesson VIII, for author's districts of the brain.

†The discovery of antithetical districts is new to science.

‡Exact words to express the precise antithetical relations of adjoining districts do not exist in any language, for such terms, could they be expressed, would be composite or blended terms made up of all the traits which belong to their respective districts. The words or terms made use of in this chapter, therefore, are the best that could be selected and are fairly satisfactory for the purpose.

ANTITHETICAL
DISTRICTS
INFLUENCE EACH
OTHER

CRANIAL DISTRICTS
WHEN MUTUALLY
PROMINENT ALTER-
NATE AS TO MASCU-
LINITY AND
FEMININITY

STUDENT'S COURSE IN CHARACTEROLOGY

ANTITHETICAL
CRANIAL DISTRICTS
(CONTINUED)

The Postero-central district .	when prominent is feminine and <i>also</i> indicates a yielding disposition; is antithetical to
The Postero-superior district .	(c) which when prominent is masculine and indicates firmness.
The Postero-superior district .	when prominent is masculine and <i>also</i> indicates selfishness; is antithetical to
The Antero-superior district .	(d) which when prominent is feminine and indicates benevolence.
The Antero-superior district .	when prominent is feminine and <i>also</i> indicates calmness and deliberation; is antithetical to
The Antero-inferior district .	(e) which when prominent is masculine and indicates energy.
The Antero-inferior district .	when prominent is masculine and <i>also</i> indicates aptitude for principles; is antithetical to
The Root of the Nose . . .	(f) which when prominent is feminine and indicates capacity for details.
The The Root of the Nose .	when prominent is feminine and <i>also</i> indicates capacity to follow directions; is antithetical to
The Bridge of the Nose . . .	(g) which when prominent is masculine and indicates a commanding propensity.
The Bridge of the Nose . . .	when prominent is masculine and <i>also</i> indicates assurance; is antithetical to
The Tip of the Nose . . .	(h) which when prominent (pointed outward) is feminine and indicates timidity.

FEATURES
ANTITHETICAL IN
SIGNIFICANCE

The Tip of the Nose		when prominent (pointed outward) is feminine and <i>also</i> indicates acquisitiveness; is antithetical to
The Lips	(i)	which when prominent are masculine and indicate generosity.
The Lips		when prominent are masculine and <i>also</i> indicate kindness; are antithetical to
The Chin	(j)	which when prominent is feminine and indicates wilfulness.
The Chin		when prominent is feminine and <i>also</i> indicates refinement; is antithetical to
The Jaws	(k)	which when prominent (square) are masculine and indicate force.

ANTITHETICAL FEATURES (CONTINUED)

In Chart P, the nose and upper lip of *the black line profile* have purposely been made longer than they should be, *to be strictly feminine*, in order that the two profiles might properly superimpose, and this has lent a somewhat masculine appearance to the female face, but otherwise the profile is strictly feminine.*

In the same way that masculine and feminine prominences alternate as illustrated in the above superimposed profiles, it follows that masculine and feminine depressions must also alternate in like manner, so that a similar list applicable to depressed areas can be outlined by the student, by reversing the above details.

To ascertain which are typically masculine and which feminine features (facial or cranial), a simple method to pursue is to stand at the side of a busy thoroughfare and count the number of times a particular feature is conspicuously present, respectively, in the faces of men

A SIMPLE METHOD FOR THE STUDENT TO FAMILIARIZE HIMSELF WITH TYP- ICALLY MASCULINE AND FEMININE FEATURES

* The student may be able to comprehend the above description of antithetical districts better by observing their locations upon his own head or on that of another person.

**TEST OF THE
AUTHOR'S SYSTEM
OF DIAMETRICAL
PECULIARITIES OF
SEX CRANIAL AND
FACIAL CONFORMA-
TION**

and women who pass After this experiment has been repeated a few times, averages can be computed and deductions arrived at.

A proof that the features which the author has listed as feminine are actually feminine signs, that is, preponderate in the feminine sex, is that such features when incorporated in a portrait will produce a face which *all will recognize as feminine*, and a similar proof applies to the masculine signs, namely, when embodied in a portrait, such a likeness is *evidently masculine*. The more feminine signs, as enumerated, there are included among the features of a drawing the more markedly feminine in appearance will the face be (Chart N, Drawing B), and the converse is true regarding masculine features (Chart N, Drawing A). Most of the feminine signs as shown in these drawings are *obviously* feminine, but some of them are not so evidently so, that is, to the knowledge of the public at large. Thus, prominence of the root of the nose is a feminine feature, and is usually accompanied by low development of the superciliary ridge. Again, a protruding, pointed tip to the nose is a feminine feature, and this is evident in the portraits of most beautiful women, but seldom is this sign present in that of a forceful, masculine man, and if so it lowers the aggregate strength of the face. That the features listed as masculine are masculine and those listed as feminine are feminine, will, however, be self-evident to most readers.

CHARACTER IS INHERITED

A child may inherit nine-tenths of its character and disposition from one parent and but one-tenth from the other, or it may inherit evenly from both parents, or any proportions may prevail.

**SEX CHARACTERISTICS
OF CHILDREN
OF LARGE FAMILIES**

In large families, owing to the sons being somewhat feminine or the daughters somewhat masculine in their dispositions, the characteristics of one sex usually predominate over the other. To illustrate, Mr. and Mrs. X

have eight children; four of them are boys and four are girls, but the boys are effeminate in character and consequently the family inclines towards the feminine type. On the other hand, Mr. and Mrs. Y have eight children, four boys and four girls, but the girls are masculine in disposition and consequently the family is decidedly masculine.

PATHOGNOMICAL INDICATIONS REFERRING TO SEX

The indications of character mentioned in Lesson X on pathognomy, such as voice, laughter, handshake, step, etc., can be divided into masculine and feminine categories. Thus:

PATHOGNOMICAL INDICATIONS IN REGARD TO SEX

(1) A strong, deep and commanding voice is masculine, while one which is gentle, undulating and high pitched is feminine.

(2) Emphatic laughter is masculine; gentler tones on a higher key are feminine.

(3) A firm grasp of the hand is masculine; an unassertive handshake is feminine.

(4) A long, decided step is masculine; a short, unemphatic one is feminine.

(5) An assertive glance is masculine; a desire to avoid meeting the eye is feminine.

Typical masculine features are practically identical with those ascribed to reason and typical feminine features with those which refer to memory.

Plate 25
LHUISSIER



(ANTERIOR VIEW)

Character from Cast

The roundness of the head and the extreme breadth of brain are especially to be noticed. A more regular face in outline and detail could hardly be imagined. The features, which suggest a balance of power, are not individually conspicuous. Perseverance and constructive ability are evidenced by his breadth of brain. This is an excellent example of a round face.

WILLIAM BURKE
CRIMINAL—1792-1829



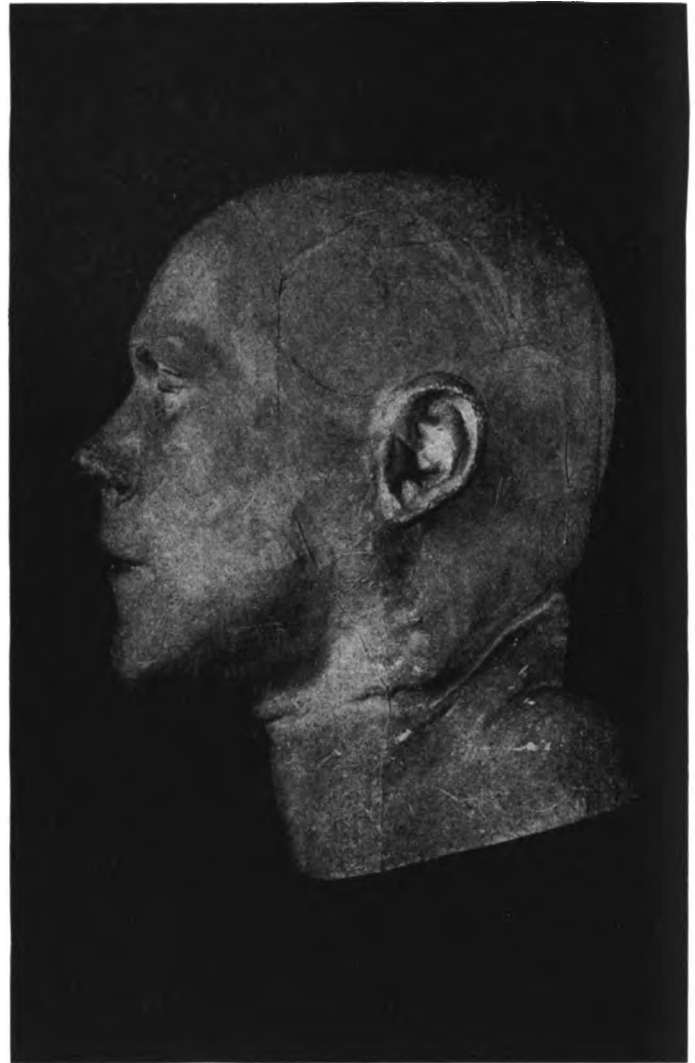
(ANTERIOR VIEW)

Conspicuous Features

1. Low forehead.
2. Broad, round head.
3. Small eyes.
4. Prominent perceptive.
5. Broad nose.
6. Large mouth with thin lips.
7. Broad, square jaws.
8. Thick neck.

History

William Burke (1792-1829) was associated with William Hare in a series of infamous murders committed at Edinburgh to supply dissection subjects to Dr. Robert



(LATERAL VIEW)

Knox. Hare, who turned King's evidence, was acquitted and died in London later, a blind beggar. Burke was executed.

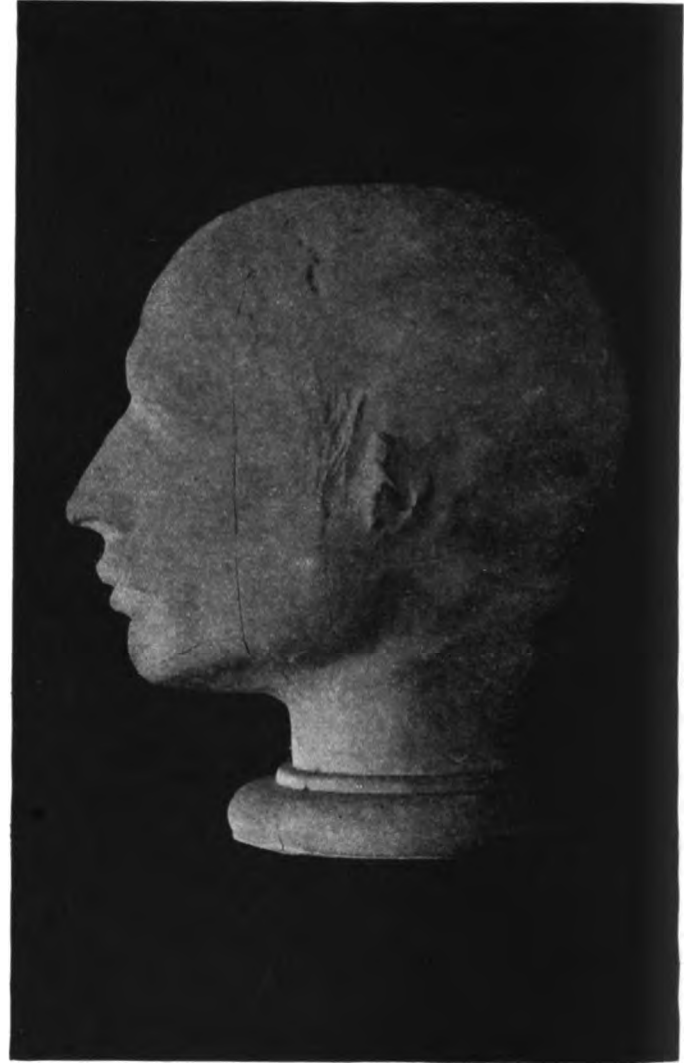
Character from Cast

This is a crude face, lacking in modeling and definition. The low receding forehead and depressed coronal districts signify deficient intellectuality, the prominent perceptive implies energy and quick action, the broad jaws and thin lips suggest great firmness, the large mouth refers to coarseness, which in combination with a flat back head point to a typical criminal of the lowest type, possessing extreme degeneracy. Stealth and slyness are indicated in the small, beady eyes. His features are coarse and cruel as was his character.

Plate 27
WILLIAM HARE
CRIMINAL



(ANTERIOR VIEW)



(LATERAL VIEW)

Conspicuous Features

1. Low, broad and deep cranium.
2. Unusually broad jaws.
3. Large, voluptuous mouth.
4. Front face brutal in every line.
5. Profile excellent.

History

William Hare, the accomplice of William Burke, was an English murderer. He, together with his companion in crime, attacked people stealthily in the dead of night and smothered them, after which they sold the bodies for dissection. Of the two criminals, Hare was the more infamous. Figures of Burke and Hare are in the collection of Madam Tussaud in London.

Character from Cast

It is seldom that you find so refined a profile in combination with a front face that is coarse and unrefined. The outline of his nose viewed laterally is almost classic, while the same feature from in front is crude and misshapen. The perceptive are highly developed, while the coronal region is low. The features are bestial as was the character of the man. The antero-posterior length of cranium favors memory. The strong, broad jaws reveal unbending determination; the large mouth and thick lips suggest gluttony and full development of the animal instincts. The small eyes denote stealth and cunning; the arched nose signifies aggressiveness. The prominent perceptive implies forceful decision and quick action; the low forehead points to lack of conscientiousness and absence of sympathy. A creature of this description would commit murder simply for the pleasure that it would afford him.

TEST QUESTIONS ON LESSON XI

(Before undertaking Lesson XII, be sure you can answer, satisfactorily to yourself, the following Test Questions on Lesson XI.)

1. *Is a blending of masculine and feminine traits usual in individuals? Is this desirable? Why?*
2. *Is it correct to say that one sex is superior to the other? Are all the forceful features and traits found in the male sex alone? What signs of force are feminine indications?*
3. *Are both sexes possessed of the power of intuition? What is the difference between masculine and feminine intuition?*
4. *What is the extreme lateral circumference of the normal male head? Of the normal female head? What is the extreme breadth of the normal male head? Of the normal female head?*
5. *Why are features erratic or inharmonious in combinations or proportions in the male sex but harmonious in the female sex?*
6. *What antithetical differences are there between feminine cranial signs and masculine?*
7. *Give some of the contrasts between a typical masculine countenance and a typical feminine countenance.*

TEST QUESTIONS

8. *Viewed laterally, if the anterior portion of a head is masculine and the posterior feminine, what is the character indication? If anterior and posterior are both masculine, what is the indication?*

9. *What are the outstanding differences between males and females in character, cranial districts and features?*

10. *Give four masculine physiognomical signs with their opposing feminine signs. Give four craniological signs in contrast and their meanings. Four physical signs in contrast.*

11. *In diagnosis, how is the relation of masculinity to femininity arrived at? When is a super-forceful character indicated or an extremely effeminate character? Is the presence of too many masculine signs in the male countenance favorable or unfavorable?*

12. *What is the shape of the typical male profile? Of the typical female profile?*

13. *What must be the relation between adjoining cranial districts, to insure the traits of those districts being conspicuous? Refer to Chart IV, and define by contrast the masculine head A with the feminine head B.*

14. *What is the result when adjoining districts are mutually prominent or mutually depressed? Illustrate from Chart N.*

15. *What are the negative indications of positive facial or cranial signs? Give two illustrations.*

16. *Explain the effects of antithetical districts on each other when mutually prominent (Chart P).*

TEST QUESTIONS

17. *Give three illustrations of the antithetical relations of cranial districts.*

18. *To what feature of the face is the root of the nose antithetical? To what feature is the tip of the nose antithetical? To what feature are the lips antithetical? The chin?*

19. *If cranial prominences and prominences of feature alternate antithetically, what will be true of corresponding depressions? How can the student prepare a list applicable to depressions of areas or features?*

20. *Give a simple method by which the student can familiarize himself with the typically masculine and feminine features.*

21. *What is a proof of the author's system of diametrical peculiarities of cranium and face between the sexes?*

22. *Give an illustration of the possible sex characteristics of the children of a large family.*

23. *Give the masculine indications of the voice. The feminine indications. What is a masculine indication in laughter? The feminine?*

24. *What is a masculine indication in a handshake? A feminine indication? Contrast a masculine and a feminine step. A masculine and feminine glance.*

25. *Typical masculine features are practically identical with those ascribed to what faculty? Typically feminine features with those of what faculty?*

MEMORANDA

STUDENT'S COURSE IN

CHARACTEROLOGY

AN EXACT SCIENCE

IN FIFTEEN LESSONS

LESSON XII

MEMORY, REASON, JUDGMENT

Memory is a wonderful asset; Reason is a Gift of the Gods.

Memory is assimilative but not creative; it is a reflection of another's thoughts. It is an echo of another's voice.

Memory is a photograph of events which have transpired.

The acquisition of knowledge by the human brain can be compared to the storage of honey by the bee; the bee does not store up honey when the hive is already full, nor does the brain produce knowledge when it is satiated.

Memory acquires knowledge from without, reason from within. Memory deals with the past. It perpetuates what is or has been. It says, "I am the beginning and the end; seek no further, all is false but me." Reason says, "Nothing is perfect, delve into the future."

Just as fresh water flows from springs, so fresh knowledge issues from a reasoning brain; a reasoning brain is thus a fountain of knowledge while memorizing brains are reservoirs into which that knowledge flows.

THE people of Southern Europe were cultured before Northern nations became civilized, and owing to the necessity of retaining in their minds the multitude of details which civilization brought in its train, their mental retentive powers became highly organized, so that the brunet coloring, which is prevalent in the South, came to refer to a retentive memory.

The Northern races of Europe, on the other hand, having had more to contend with in the subjugation of nature, in which their aggressive dispositions, energy, originality and reasoning faculties were constantly exercised, gave less attention to memorizing, and thus the blond complexion, which is usual in the North, came to be a sign of originality and reasoning power.

**HOW SOUTHERN
(BRUNET) PEOPLES
CAME TO HAVE
RETENTIVE MEM-
ORIES AND NORTHERN
(BLOND) RACES
REASONING ABILITY**

**DEFINITIONS OF
MEMORY AND REASON**

Memory is that ability which enables one to lay up knowledge for future use. Knowledge is stored by memory and manipulated by reason. Reason is a mental digestive and constructive process which, by means of analysis, comparison and synthesis, decomposes and recomposes knowledge, thus producing new ideas. Reason is, in fine, a power which enables man to consider, discriminate and arrive at conclusions in regard to matters generally. Reason is discretionary thought.

**PHYSIOGNOMICAL
SIGNS MUST BE
CORROBORATIVE OF
CRANIAL INDICATIONS
TO JUDGE REASONING
OR MEMORIZING
ABILITY**

Craniological signs alone are not sufficient evidence from which to decide if memorizing or reasoning ability predominates; when, however, physiognomical indications are corroborative, accurate conclusions can be arrived at.

**BETWEEN MEMORY
AND REASON, THE
FORMER IS MORE
CONSPICUOUS WITH
WOMEN, THE LATTER
WITH MEN**

The more effeminate signs there are in the features the stronger the memory; the more masculine characteristics the more does reason prevail. By designating memory as a feminine and reason as a masculine faculty, the author does not wish to imply that high memorizing capacity does not likewise belong to men or that women do not possess excellent reasoning power, but simply to emphasize that as between memory and reason the former is a more conspicuous aptitude with women, the latter with men. If special cases of memory are taken into consideration, men can be found who possess higher memorizing powers than is usual with the female sex and women can be cited who have profound reasoning capacity, but this does not alter the principle as enunciated.

**SIGNS OF MEMORY
INDICATE CREDULITY,
SIGNS OF REASON,
INCREDULITY**

The signs of memory, of love of music, and of passive or receptive affection, which are more usual in the female than in the male sex, are similar; while signs of reason, of assertive love and of aptitude for musical composition, which are more usual in the male sex, are similar.

Signs of memory when multiple likewise indicate credulity, for one who is habitually accustomed to rely upon the views of others is credulous; while the signs of reason signify incredulity and it is this which develops reason.

The impulse to *think* should be given in childhood, or a youth may devote his entire mentality to memorizing and arrive at maturity without appreciating the main duty and purpose of his brain, *which is to reason*.

SIGNS OF MEMORY AND REASON ALTERNATE

Alternate districts and features refer respectively to reason and memory; thus in Chart P (Lesson XI) the districts and features, *a, c, e, g, i* and *k, when prominent* are masculine signs and denote reason and traits which accompany reason, while the districts and features, *b, d, f, h* and *j, when prominent*, are feminine signs and stand for memory and traits which accompany memory. The converse is likewise true; the districts and features *a, c, e, g, i* and *k, when depressed*, are feminine signs and evidence memory and traits which accompany memory, while the districts and features *b, d, f, h* and *j, when depressed*, are masculine signs and typify reason and traits which accompany reason.

VARIETIES OF BRAINS

There are two types of brains, the memorizing and the reasoning, and they shade into one another as no man possesses the one exclusively. All brains are mixed as to memorizing and reasoning capacity, but one or the other of these basic faculties usually predominates.

Brains can be classified according to their memorizing and reasoning capacities under six headings, as follows:*

- (1) The super-memorizing brain . . . M-5 R-1.
- (2) The memorizing brain . . . M-4 R-2.
- (3) The memo-reasoning brain . . . M-3 R-3.
- (4) The reasoning brain . . . M-2 R-4.
- (5) The super-reasoning brain . . . M-1 R-5.
- (6) Non-memo-non-reasoning brain . . . M-1 R-1.

*The proportions of memory and reason, assigned to the six varieties of brains, are not precise but approximate. In this table the author has for convenience taken six units to represent the aggregate value of memory and reason which can belong to any individual brain. In the classification given, "M" signifies Memory and "R" Reason.

**ALTERNATE
DISTRICTS AND
FEATURES REFER
RESPECTIVELY TO
REASON AND MEMORY**

**THE SIX CLASSIFICA-
TIONS OF BRAINS,
ACCORDING TO
MEMORIZING AND
REASONING
CAPACITIES**

THE "SUPER-MEMORIZING" BRAIN AND ITS TRAITS

(1) The *super-memorizing* brain refers to memorizing capacity of the highest class. It is so dependent upon borrowed knowledge that it is eminently impractical, and so deficient in originality and initiative that reasoning ability is of a low standard.

Such a brain is high and long antero-posteriorly. The perceptives are low, and brunet coloring, refined features, and other memorizing signs prevail; few indications of reasoning power are present, the proportions of memory to reason are approximately 5 to 1. (See list of Signs of Memory versus Reason on page 12.)

THE "MEMORIZING" BRAIN POSSESSES FAIR REASONING POWERS

(2) The *memorizing* brain is of high quality as regards memory, but is not equal in this respect to the super-memorizing, for it is not so general in its acquisitions. Reasoning power is fair but not of a high order. The signs of memory surpass those of reason, the proportions being about 4 to 2.

THE "MEMO-REASONING" BRAIN IS BALANCED AS TO MEMORY AND REASON

(3) The *memo-reasoning* brain is balanced as to memory and reason, namely, 3 to 3, neither of these powers being superior to the other. It is a practical, intelligent and generally useful brain and is harmoniously developed as to height, breadth and depth.

THE "REASONING" BRAIN POSSESSES A SELECTIVE MEMORY AND EXCELLENT REASONING POWERS

(4) The *reasoning* brain possesses a *selective memory with superior reasoning powers*, the proportions of memory to reason being approximately 2 to 4; this type is usual with inventors, authors, composers and experimenters who are engaged upon original, mechanical, or scientific work. It is of fair height, of average length (antero-posteriorly), and broad in the antero-lateral district. The possessors of this class of brain have broad foreheads, medium or broad jaws, and the sinus ridge is prominent. Facial signs of memory are few while those of reason are many. (See list on page 12.)

THE "SUPER-REASONING" BRAIN

(5) The *super-reasoning* brain is low, uniformly broad and of but moderate length (antero-posteriorly), and is evidenced by medium blond coloring and many facial indications of reason but by few signs of memory. It is

extremely deficient in memorizing power, while among the six varieties it possesses the most active reasoning capacity, its proportions of memory to reason being about 1 to 5. Its judgment, nevertheless, is unreliable owing to absence of sufficient accumulated knowledge, which depends upon memory, as a basis, for sound reasoning operations. A person with this variety of mind is ever scheming and planning to no purpose. Impractical theorists and unsuccessful inventors who produce the vast number of valueless patents which are annually issued by the patent office possess brains of this description.

(6) The *non-memo-non-reasoning* brain is contracted in every dimension, namely, as to height, breadth, and length. It is thus seriously deficient in brain substance and is in consequence the most unfavorable of all varieties. It is extremely lacking as to both memory and reason, signs of these faculties being equally inconspicuous. This class of brain manifests general subnormal capacity and its possessors are so deficient mentally that they are frequently incapable of caring for themselves. It is illustrated by M-1 R-1, or M-2 R-1, or M-1 R-2, or at least by a decidedly subnormal aggregate development of memory and reason.

Judgment in the case of a reasoning brain (M-2 R-4) is superlative; in a memo-reasoning brain (M-3 R-3) it is excellent; while in a memorizing brain (M-4 R-2) it is inferior. In the super-memorizing brain (M-5 R-1) and the super-reasoning brain (M-1 R-5), judgment is defective, for in the former case it is based too exclusively upon memory and in the latter too exclusively upon reason. The term "judgment" is hardly applicable to the non-memo-non-reasoning brain, as in this case mentality is so seriously defective that the exercise of sound reasoning processes is precluded.

Memory and reason can be indicated in percentages. For example, a brain may possess 60 per cent memorizing

**THE "NON-MEMO-
NON-REASONING"
BRAIN IS DEFICIENT
AS TO BOTH MEMORY
AND REASON**

**JUDGMENT IS VARI-
OUSLY DEVELOPED
IN DIFFERENT TYPES
OF BRAINS**

**MEMORY AND
REASON EXPRESSED
IN PERCENTAGES**

STUDENT'S COURSE IN CHARACTEROLOGY

capacity and 20 per cent reasoning power, aggregating 80 per cent or the converse. Less than a 33 per cent memory is against sound judgment, as reason has then an insufficient accumulation of knowledge upon which to base its decisions, while memory in excess of 66 per cent has a tendency to supplant reason, thus again impairing judgment.

With the average of humanity memory and reason combined seldom aggregate more than 70 per cent; with the few they equal 90 per cent, and exceptionally this total is surpassed; while memorizing and reasoning powers totaling less than 40 per cent are seldom present except in the lowest social strata or the insane. Brains in which memory and reason aggregate 90 to 95 per cent are rare. Superior memorizing powers with but average reasoning ability, and superior reasoning capacity with but average memorizing powers, are, however, both advantageous combinations under different circumstances and conditions of life. The former is desirable for the historian and statistician, the latter for the composer and inventor, variety in mentality being necessary for variety of occupation.

Mathematical ability requires memory and reason approximately to an equal degree and both highly developed, but in the mathematician whose work is of an original variety, reason should predominate.

Mathematical ability is denoted by a prominent forehead combined with small eyes, the former suggesting memory, the latter reason, or by other signs of memory and reason in combination.

In civilized communities, about 60 per cent of human beings possess poor memories, 30 per cent fair memories, while 10 per cent have excellent memories; and again, approximately 60 per cent have poor reasoning capacity, 30 per cent have fair reasoning ability, while 10 per cent have good reasoning powers. Reasoning capacity of the

**SUPERIOR MEMORY
WITH AVERAGE
REASONING ABILITY,
AND SUPERIOR
REASONING ABILITY
WITH AVERAGE
MEMORY ARE BOTH
ADVANTAGEOUS
COMBINATIONS**

**MATHEMATICAL
ABILITY REQUIRES
MEMORY AND REASON
IN ABOUT EQUAL
PROPORTION**

**PERCENTAGE OF
MEMORIZING TO
REASONING BRAINS
IN CIVILIZED
COMMUNITIES**

highest type, however, which includes *marked originality* and *practical inventive power*, is found in less than one-tenth of one per cent.

Humans, referring to races and tribes of men, who live mainly upon a vegetable diet, such as the Chinese, Hindoos and Oriental Indians, develop memory to a high degree, while herbivorous-carniverous races, like the Caucasian, are superior as reasoners. Individuals of the memorizing type are not physically contentious, while reasoning persons are mentally contentious and usually physically aggressive as well.

To achieve the best results it is not necessary that a man with a reasoning brain should possess a cranium exceeding twenty-three and three-fourths inches in greatest lateral circumference. But few geniuses have surpassed this and but few merely clever men have equalled it. Massive brains exceeding this measurement are occasionally so slow in action that they are inferior for reasoning purposes.

The most conspicuous center of memorizing ability is located in the middle of the forehead just above the superciliary ridge. If this area viewed laterally is convex in outline, a superior memory can be assumed; if it is smooth (level), a good memory is probable; while if it is sunken (concave), a poor memory is usual.

The central location in the forehead which the author has given to memory was erroneously allotted by the early phrenologists to the organs of "locality" and "eventuality," that is, "memory for places and events." Such a restricted significance should never have been assigned to this important memorizing area, as it pertains to *memory in general*. If the central portion of the forehead is extremely sunken, memory is frequently so deficient that a student has difficulty in acquiring an education, although his reasoning powers may be excellent. The development of memory and reason may be mutually

**LIMIT OF LATERAL
CIRCUMFERENCE FOR
BEST RESULTS FROM
THE REASONING
BRAIN**

**THE CENTER OF
MEMORIZING ABILITY
LOCATED BY THE
AUTHOR**

**MEMORY DEFICIENT
WHEN THE CENTER
OF THE FOREHEAD IS
EXTREMELY SUNKEN**

**THE RELATIVE
STRENGTH OF
MEMORY AND REASON
ILLUSTRATED**

high in the case of an extra powerful brain, mutually medium in an average brain or mutually low in a brain of inferior capacity.

The more indications there are of memory in the features and cranium, the less does reason prevail. If, however, signs of reason are marked and memorizing indications are few, reason is paramount. The relative strength of memory and reason can readily be illustrated by a pair of scales; when one scale rises the other falls, or they may balance, under which circumstances *usually* neither power will be markedly conspicuous. When memory and reason are equal and proportional, the mind is in equilibrium as to the absorption and utilization of knowledge.

**LENGTH OF BRAIN
(FRONT TO BACK OF
CRANIUM) AS WELL
AS HEIGHT IMPLIES
MEMORY**

Extreme length of brain from sinciput to occiput (front to back) implies memory, so that a prominent occipital district, which is usual with women and children and present less frequently with men, is *a memorizing locality which has been overlooked by former writers*. If, when viewed laterally, the cranium is markedly high as well as long (antero-posteriorly) while, viewed from in front, it is high and narrow, memory will be strongly evidenced but reasoning power will not be greatly developed. Height of brain, or antero-posterior length, to be markedly indicative of superior memorizing power, should be extra high or extra long, while breadth of brain, to demonstrate marked reasoning ability, should be conspicuously broad; and just as a vertical or a protruding forehead denotes memory so one which recedes somewhat (but not too greatly) suggests reason.

**BREADTH OF BRAIN
WITH A SOMEWHAT
RECEDING FOREHEAD
SUGGESTS REASON**

**PROFILES OF MEM-
ORY AND REASON
INDICATED**

The profile (forehead to chin) of a man possessing a highly developed memorizing brain is vertical or slightly concave, the back of the head being arched outward, while the profile of one who possesses a superior reasoning brain is arched outward in front, the occipital area being nearly vertical. The former type is feminine, the latter masculine (see Chart O, Drawing A, Lesson XI).

A superior memory is accompanied by timidity and non-aggressiveness and is suggested by a high forehead, sharp, thin features, large, dark eyes, a small, straight, or concave nose, brunet coloring, low perceptives, narrow jaws and the semi-phlegmatic temperament. On the other hand, reason harmonizes with the fighting instinct, for it implies mental contention, which is illustrated by breadth of brain, medium or small eyes, a medium strong nose, broad jaws, medium blond signs and prominence of the antero-inferior, the antero-lateral, the postero-lateral, and the postero-inferior districts, and also by the suppressed choleric temperament. The active choleric temperament, as it exhibits extreme impatience, which precludes cautious consideration, is contrary to reason and sound judgment. The pronounced phlegmatic, as it refers to extreme lethargy, is equally so.

The front face may indicate memory, while the side face refers to reason; the converse is equally true, *which demonstrates the necessity of obtaining a complete circumferential view of the head before forming conclusions.*

The signs of memory and reason are thus antithetical, and if readers will review in their minds those acquaintances who possess a large percentage of either one of the following groups of signs and but few of the opposite variety, *they can at once* decide whether to such individuals belong preponderating memorizing or reasoning ability and to what extent. The signs of memory and of reason listed in the following pages are, however, mixed in all people, in different proportions, no one but an imbecile being entirely lacking in either memory or reason.

SIGNS OF A SUPERIOR MEMORY

A COMPLETE CIRCUMFERENTIAL VIEW NECESSARY BEFORE FORMING CONCLUSIONS AS TO MEMORIZING AND REASONING ABILITY

STUDENT'S COURSE IN CHARACTEROLOGY

FACIAL AND CRANIAL SIGNS OF MEMORY AND REASON

[Facial and cranial signs of memory and reason *have not been listed and classified heretofore.*]

FACIAL AND CRANIAL SIGNS OF MEMORY AND OF REASON

Signs of Memory	Signs of Reason
(1) Long, narrow face.	Face of medium length and broad.
(2) Sharp, thin features.	Broad, rounded features.
(3) Concave or vertical profile.	Convex profile.
(4) High forehead.	Forehead of medium height.
(5) Prominent convex forehead.	Somewhat receding forehead.
(6) Medium breadth of forehead.	Broad forehead.
(7) Low perceptives (District I).	Prominent perceptives.
(8) Long cranium (front to back).	Medium length of cranium (front to back).
(9) Cranium protruding posteriorly.	Cranium flat posteriorly.
(10) Large eyes.	Medium or small eyes.
(11) Protruding eyes.	Normal.
(12) Black or dark eyes.	Blue or light eyes.
(13) Brilliant, sparkling eyes.	Normal.
(14) High eyebrows.	Normal or low eyebrows.
(15) Arched eyebrows.	Straight eyebrows.
(16) Thin eyebrows.	Thick eyebrows.
(17) Puffy upper eyelids.	Normal.
(18) Prominence of the root of the nose.	Nose sunken at root.
(19) Thin, projecting, pointed nose.	Medium, or short, broad nose with blunt tip.
(20) Drooping septum.	Septum concealed.
(21) Small mouth.	Large mouth.
(22) Thin lips and tightly set mouth.	Normal.

Signs of Memory (Continued)	Signs of Reason (Continued)
(23) Thin, pointed chin.	Broad, square chin.
(24) Projecting chin.	Somewhat receding chin.
(25) Narrow jaws.	Broad jaws.
(26) Large, projecting ears.	Small, flat ears.
(27) Thin, translucent ears.	Thick ears.
(28) Broad, round ears.	Narrow ears.
(29) Long, thin neck.	Short, thick neck.
(30) Fine and thin hair or bald.	Coarse and thick hair.
(31) Black, red, yellow, sandy or auburn hair.	Hair of medium color.
(32) Brunet complexion.	Medium light complexion.

The following indications in addition to the foregoing refer to memorizing ability:

- (1) All signs of refinement.
- (2) Youth, as memory deteriorates with age.
- (3) Low development of postero-superior district.
- (4) Medium development of the postero-lateral district.
- (5) Low development of the postero-inferior district.

ADDITIONAL SIGNS OF MEMORIZING ABILITY

The following signs, in addition to the foregoing, refer to reasoning power:

- (1) All forceful signs.
- (2) Middle age.
- (3) Prominence of the postero-superior district.
- (4) Prominence of the postero-lateral district denotes force and therefore has to do with reason, as it is only forceful minds which reason deeply.
- (5) Prominence of the postero-inferior district implies coördination of ideas, which is requisite to reason.

ADDITIONAL SIGNS OF REASONING ABILITY

STUDENT'S COURSE IN CHARACTEROLOGY

FAVORABLE TRAITS
WHICH USUALLY
ACCOMPANY
MEMORIZING BRAINS

LIST OF MEMORIZING AND REASONING TRAITS

The following are *favorable* traits which usually accompany memorizing brains.*

Trusting.	Steadfast.
Conscientious.	Courteous.
Sincere.	Compassionate.
Reverent.	Genuine.
Moral.	Upright.
Idealistic.	Equitable.
Religious.	Respectful.
Just.	Dutiful.
Honest.	Obedient.
Peaceable.	Charitable.
Considerate.	Sympathetic.
Kind.	Staunch.

FAVORABLE TRAITS
WHICH USUALLY
ACCOMPANY
REASONING BRAINS

The following are *favorable* traits which usually accompany reasoning brains.†

Subtle.	Observing.	Reflective.
Concentrative.	Scientific.	Persevering.
Deductive.	Dextrous.	Enterprising.
Introspective.	Practical.	Energetic.
Analytical.	Inventive.	Masterful.
Critical.	Original.	Self-reliant.
Discriminating.	Speculative.	Firm.
Investigating.	Progressive.	Assertive.
Calculating.	Acquisitive.	Courageous.
Convincing.	Creative.	Broad-minded.
Cogitative.	Resourceful.	Shrewd.
Logical.	Explicit.	Profound.
Far-sighted.	Systematic.	

Memorizing brains are largely deficient in the traits possessed by reasoning brains, and conversely, reasoning

*It will be noticed that with few exceptions the memorizing signs listed are typical of the female sex, while those which predicate reason are usual with the male sex.

†For list of memorizing and reasoning occupations and professions, see Lesson VIII.

brains are somewhat deficient in the traits possessed by memorizing brains.

INTERDEPENDENCE OF MEMORY AND REASON

Those who possess *extraordinary* memorizing powers combined with *equally poor* reasoning capacity, and those who have *remarkable* reasoning powers but are *markedly deficient in memorizing capacity*, are inadequately equipped for the battle of life, because these two great basic abilities, memory and reason, *are complementary*, and *neither by itself can assure* sound judgment. Reason without knowledge fails and knowledge without reason is equally valueless. Youth indicates memorizing ability, middle age infers reasoning capacity. As people grow older memory decreases and reason increases; this change begins to develop soon after educational days have passed.

Memory and reason are interdependent. If the memorizing districts are seriously damaged or inactive, those which are devoted to reasoning processes cannot operate satisfactorily, owing to their having too few facts to digest or cogitate upon; while if the reasoning districts are damaged or inactive, memorized matter cannot be utilized to advantage, as discriminating power is defective.

It must not be inferred, therefore, when the antero-superior or principal memorizing district is markedly underdeveloped, so that there is an insufficient amount of memorized matter (knowledge) to supply reason with material upon which to operate, that the antero-superior refers to reason, for such is not the case. This *crucial error* originated in the old phrenological system in which reasoning centers under the titles of "causality" and "comparison" were erroneously located in the upper forehead, when the former, "causality," belongs to the antero-lateral and "comparison" to the antero-inferior district.

**THE FACULTIES OF
MEMORY AND REASON
ARE COMPLEMENTARY
AND INTER-
DEPENDENT**

**IF THE MEMORIZING
DISTRICTS ARE IN-
ACTIVE, REASON
CANNOT OPERATE
PROPERLY**

STUDENT'S COURSE IN CHARACTEROLOGY

VERTICAL EXPANSION IN THE FRONT FACE SHOWS MEMORY, LATERAL EXPANSION, REASON

VERTICAL VERSUS LATERAL EXPANSION

In the human countenance, viewed from in front, *vertical* expansion refers to memory, while *lateral* expansion implies reason; thus a long, narrow face, a high, narrow forehead, high arched eyebrows, wide-open eyes, a long, thin nose, and a long, narrow chin suggest memory; while breadth of forehead, a broad space between the eyes, breadth of the nose (root, bridge and alæ) and breadth of the mouth and jaws, show reasoning power. The accumulation of knowledge, in other words, memory, develops the brain, forward, upward and backward, producing a narrow, prominent, high and long cranium, while reason causes the cranium and all features to broaden out.

THE THREE TYPES OF MEMORY

OCULAR (VISUAL) AND AURAL MEMORY

There are three types of memory, (1) ocular, (2) aural, and (3) ocular-aural.

(1) An ocular memory acquires knowledge primarily through the eyes and secondarily through the ears.

(2) An aural memory derives knowledge primarily through the ears and secondarily through the eyes.

(3) An ocular-aural memory acquires knowledge about equally through eyes and ears.

Approximately 90 per cent of acquired knowledge may be classified as ocular and aural.

Knowledge, to a lesser degree, is derived through the senses of touch, smell and taste, but for characterological purposes these sources of information are unimportant and negligible. Aural knowledge, ordinarily, requires the concentration of reason more than does ocular knowledge.

The difference in the amount of reason expended regarding things heard (aural knowledge) in comparison with things seen (ocular knowledge) can be illustrated

thus. If one were told that a man possessed a pigeon with brilliant crimson plumage, aural information, one's reason would question the statement, but if one actually saw such a bird, ocular knowledge would demonstrate its actuality and reason would not be required to verify the statement; it would be a self-evident fact. Again, if an individual stated that he had constructed a machine which would transform base metal into gold, aural information, one would dispute and cogitate upon the statement, but if such a machine were exhibited in operation, which would be ocular knowledge, its existence would be a demonstrated fact, and reason would be superfluous; memory only would be requisite. That which one reads, which is ocular knowledge, is reasonably likely to be true, as a fair amount of thought is usually bestowed upon printed or written matter; while that which one hears, aural knowledge, is more likely to be inaccurate, as little consideration is ordinarily given to passing remarks.

Although memory, as between the ocular and aural varieties, is never wholly ocular or purely aural, except with those who are born either blind or deaf, it usually preponderates one way or the other.

Those who possess ocular memory highly developed are capable of recalling the precise appearance of localities, faces and objects. All details regarding things seen can be re-pictured in the mind, memory with them being photographic. Artistic ability in painting and modeling, *when originality of conception is displayed*, requires a blending of memory with reason, the latter power being especially requisite. Prominence of the root of the nose, which implies harmony, symmetry and memory for details, is a conspicuous sign with skilled artists, architects, sculptors and musicians. Memory of *things heard* and memory of *things seen* are in a sense antithetical, that is, the greater the one ability the less the other, or they may be of average strength and balance.

**ILLUSTRATIONS OF
THE DIFFERENCE IN
AMOUNT OF REASON
EXPENDED ON THINGS
HEARD AS COMPARED
WITH THINGS SEEN**

**ARTISTIC ABILITY
REQUIRES A BLEND-
ING OF MEMORY
WITH REASON**

**MEMORY OF THINGS
HEARD AND MEMORY
OF THINGS SEEN ARE
ANTITHETICAL**

**SIGNS REFERRING
DOUBLY TO MEMORY
OF THINGS HEARD
AND OF THINGS SEEN**

**SIGNS REFERRING
TO MEMORY OF
THINGS BOTH HEARD
AND SEEN**

**REASONS WHY THE
BRUNET COMPLEXION
EVIDENCES MEMORY
AND THE BLOND
EVIDENCES REASON**

Marked ability in both of these varieties of memory is possessed by but few.

The combination of small eyes with large, protruding, broad and thin ears refers *doubly* to memory of things heard, since memory of things seen, owing to the eyes being small and hence of low receptive capacity, is thus partially excluded from the mind, and consequently, aural memory greatly develops. On the other hand, large, protruding eyes and small, flat, narrow and thick ears, when simultaneously present, form a double indication of memory of things seen, as memory of things heard, owing to the ears being small, thick and non-receptive, is thus partially excluded from the mind, so that ocular memory greatly develops. When, however, the eyes are large and prominent, and therefore super-receptive, and the ears are large, broad, thin and hence likewise super-receptive, memory of things both heard and seen is equally conspicuous. This combination is unusual. Memory under such conditions is extraordinary but reason is of a proportionally low order. When, on the other hand, the eyes are small, sunken, and hence semi-receptive, and the ears are small, close to the head, and thick, and therefore likewise semi-receptive, memory is deficient regarding things both seen and heard, and the accumulation of knowledge is extremely limited; reason has insufficient material (memorized matter) upon which to base sound deductions and judgment accordingly suffers.

The brunet complexion, dark hair, and dark eyes evidence memory in general, that is, of both the ocular and aural varieties, for the reason that those who possess such coloring *ordinarily* have placid and receptive natures. They see much and listen attentively but do not cogitate deeply, and pass their time reviewing and memorizing that which has transpired; while the medium

blond complexion, medium light hair and light eyes are contrary to memory but refer to reason, because blonds, of the medium type, are energetic, assertive and initiative, traits which develop reasoning power. Extreme blond coloring, however, is neither so favorable for memory nor for reason as is the medium variety of coloring.

Those who have small eyes concentrate and specialize as to the knowledge which they retain, not burdening their brains with matter which is unimportant; in other words, they possess selective memories, and their memories are selective because with them thought is concentrative and selective. If the eyes, however, are large and prominent, indicating general memorizing capacity, practically all that is observed is indiscriminately hoarded and this is because with them thought covers a wide range and is in no wise concentrative.

People frequently have remarked to the author that they could remember permanently that which they saw, but what they heard readily escaped them. In such cases, the eyes were large and prominent, and the ears were small, thick, and narrow, while others who have had small or sunken eyes, but large, projecting, broad and thin ears have stated that their memories were especially reliable in regard to things heard.

SIGNS OF OCULAR (VISUAL) MEMORY

Favorable signs: Ocular memory is shown by the following details regarding the eyes and eyebrows:

Eyes	Eyebrows
(1) Large.	High above eyes.
(2) Protruding.	Arched.
(3) Brilliant.	Thin, and delicately
(4) Eyelids puffy.	penciled.

**SMALL EYES
INDICATE SELECTIVE
MEMORY, LARGE EYES
GENERAL MEMORY**

**FAVORABLE SIGNS
OF OCULAR MEMORY,
SHOWN BY EYES
AND EYEBROWS**

STUDENT'S COURSE IN CHARACTEROLOGY

CONTRARY SIGNS OF OCULAR MEMORY, SHOWN BY EYES AND EYEBROWS

Contrary Signs: The indications against ocular memory, as shown by the eyes and eyebrows, are the reverse of the above, namely:

Eyes	Eyebrows
(1) Small.	Low over eyes.
(2) Sunken.	Straight.
(3) Dull.	Heavy and coarse.

FAVORABLE SIGNS OF AURAL MEMORY, SHOWN BY THE EARS

SIGNS OF AURAL MEMORY

Favorable Signs: Aural memory is shown by the following details regarding the ears:

- (1) Large.
- (2) Broad and well rounded.
- (3) Thin and translucent.
- (4) Standing well out from the head.
- (5) Medium in color (not too pale nor too florid).
- (6) Lobes well developed (not too large).
- (7) Convolutions well-defined.

The ears, in fine, should be beautiful, delicate and harmoniously proportioned.

CONTRARY SIGNS OF AURAL MEMORY, SHOWN BY THE EARS

Contrary Signs: The indications (referring to the ears) which are against aural memory are the reverse of the above, namely:

- (1) Small.
- (2) Narrow.
- (3) Thick.
- (4) Lying close to the head.
- (5) Pallid or florid.
- (6) Lobeless.
- (7) Convolutions inconspicuous.

IF EYES OR EARS ARE TOO HIGHLY RECEPTIVE, BORROWED KNOWLEDGE WILL CROWD OUT REASON

RECEPTIVITY

Neither the eyes nor the ears, which are the main avenues of intake of knowledge, should be too highly receptive, or *borrowed knowledge will flood the brain, and reason will not achieve marked development.* When the

absorption of knowledge is continuous, as is the case with those possessing super-receptive eyes and ears, the mind occupies itself primarily with memorizing, and neither time nor inclination remains for analytical or constructive work, in other words, for reason. When, however, the eyes and ears are but moderately receptive, the brain begins to operate, originality develops, new ideas present themselves and invention may accrue. With super-memorizing brains the intake of knowledge is often abundant while the outgo is meager, and this is evident in individuals, who, although learned, express themselves with difficulty. Those who possess superior memories are usually too intent upon acquiring knowledge to be equally gifted in giving it forth. When the mouth, which is the verbal outlet of knowledge, is large and the lips are medium full, speech is fluent; while if the mouth is small and the lips thin, compressed and close set, speech is congested. When memory is of high grade and speech is fluent, oratorical ability is indicated; if sound reasoning capacity is also present the true orator is shown. Temperament is potent in influencing volubility of speech. The choleric temperament increases oratorical fluency, while the phlegmatic retards it.

**THOSE WITH
SUPERIOR MEMORIES
ARE SELDOM GIFTED
WITH EQUAL ABILITY
TO GIVE FORTH
THEIR KNOWLEDGE**

VARIETIES OF MEMORY

The familiar terms, "good" and "bad" memory, are unsatisfactory, as they are insufficiently specific; consequently, the following quintuple classification has been designed by the author to provide the analyst with terms which will clearly distinguish between different varieties of memories, namely:

- | | |
|----------------|-------------------|
| (1) General. | (4) Lasting. |
| (2) Selective. | (5) Intermittent. |
| (3) Temporary. | |

(1) *General*: General memorizing ability is evidenced by the presence of numerous memorizing signs in the cranium and features and is strengthened by the absence

**FIVE DISTINCTIVE
VARIETIES OF
MEMORY**

**GENERAL
MEMORIZING
ABILITY**

STUDENT'S COURSE IN CHARACTEROLOGY

of signs of reason. A general memory embraces an unlimited range of subjects and is associated with a highly absorbent brain, which is not given to independent or creative thought.

Such a memory implies diversity of knowledge, lack of concentration of thought upon definite topics, and hence poor reasoning power which results in poor judgment. A poor general memory, on the other hand, results when the mind is prone to concentration or converging upon but few topics, and this presupposes reasoning capacity. A poor memory may also result from lack of interest in acquiring knowledge, this type is contrary to reason and intellectuality.

SELECTIVE MEMORY

(2) *Selective:* This type of memory is limited in its scope, although, unless super-selective, it cannot be described as poor. Selective minds pass lightly over unimportant details and trifling affairs and concentrate upon principles. Profound and original thinkers possess this variety.

A selective memory retains useful information only, while a general memory is liable to accumulate a vast amount of useless material.

STUDENTS WITH ORIGINAL (REASON- ING) MINDS OFTEN FAIL IN SCHOOL OR COLLEGE THROUGH INABILITY TO MEMORIZE

Students possessing deep, reasoning, and original minds, who have in consequence superior mental capacity, are occasionally so poor at memorizing, in other words, their memories are so extremely selective, that throughout their educational careers they fail to obtain distinction, for with them memory is sacrificed to reason. Humiliation is their lot during educational days, but success is their reward in later life.

There are those who claim to have poor memories, when this is not the case; such statements are often the result not of intentional misrepresentation but of assumed modesty. If a subject denies having a superior memory when signs are strongly affirmative, he should be questioned as to whether in school days he did or did not stand high in his classes; a reply in the affirmative will be

conclusive evidence as to inherent memorizing capacity.

Superior memorizing ability is not always desirable, for it is frequently more advantageous to forget than to remember. Probably half of the accumulated knowledge of the majority of people possessing superior memorizing powers is worthless, and how gratifying it would be if such superfluous matter could be forgotten. Melancholia results from the unwilling retention of sad thoughts in the mind which their possessors would thankfully part with, if they could.

**SUPERIOR MEMORIZ-
ING ABILITY NOT
ALWAYS DESIRABLE**

(3) *Temporary*: This variety of memory, as its name indicates, preserves its impressions but a brief time and readily parts with that which has been acquired. The more active the mind when it is of the memorizing variety, the less retentive it is, for it does not take sufficient time to assimilate and permanently store that which it has gained; while a slow memorizing brain, owing to frequent mental repetition of knowledge, retains its acquisitions indefinitely.

TEMPORARY MEMORY

(4) *Lasting*: The durability of memory is contingent upon three circumstances: *first, upon the strength of original impressions; secondly, upon the frequency of their repetition, and thirdly, upon whether matter memorized is of interest to the recipient.* People with lasting memories can recall years afterwards that which has once been acquired. With the majority of individuals, however, knowledge which is not occasionally utilized is soon forgotten. The review of knowledge reimpreses it upon the mind and the more frequently it is recalled the longer it is retained. *It is by means of mental repetition that memory is developed, and in no other way.*

LASTING MEMORY

(5) *Intermittent*: An "intermittent" memory cannot readily recall impressions, although later, usually when not required, a fact, word, or name sought for will recur to the mind. With such a memory the mere wishing to remember is frequently sufficient to cause forgetfulness. This is a troublesome type of memory and is present in

**INTERMITTENT
MEMORY**

STUDENT'S COURSE IN CHARACTEROLOGY

a large number of people; it might equally appropriately be designated an *obstinate* memory.

Intermittency is usual with excitable individuals. It is the result of nervousness and excessive mental energy, which exhausts the brain and develops temporary forgetfulness. An intermittent memory causes an individual to be brilliant in conversation at one time and equally dull at another.

COMPOSITE MEMORIES

Both general and selective memories may be lasting or temporary; when these types are associated composite terms become necessary. We thus have the following mixed varieties:

- (1) General-lasting. (3) Selective-lasting.
- (2) General-temporary. (4) Selective-temporary.

MIXED VARIETIES OR COMPOSITE MEMORIES

THE "GENERAL- LASTING" MEMORY

(1) *General-lasting*: This class of memory is most omnivorous, for it assimilates all manner of information, permanently preserves it, and can at any time recall past impressions.

THE "GENERAL- TEMPORARY" MEMORY

(2) *General-temporary*: This variety likewise readily accumulates knowledge, but it retains its impressions only a brief time. It is useful to clerks and salesmen, who have an infinite number of details to carry in their minds.

THE "SELECTIVE- LASTING" MEMORY

(3) *Selective-lasting*: Of all the varieties this is the most desirable, as it points to a well organized brain. It focuses attention upon matters of importance, and that which is once laid by is permanently held on demand. It is indispensable to a specialist for it enables him to accumulate carefully chosen information such as is required in his profession.

THE "SELECTIVE- TEMPORARY" MEMORY

(4) *Selective-temporary*: This memory accompanies a super-active mind and the choleric temperament, and is exceedingly annoying, for it not only acquires knowl-

edge with difficulty, but it readily parts with its acquisitions; it is therefore of all types the most undesirable.

CONDITIONS AFFECTING MEMORY

Memory may degenerate greatly as a result of nervous exhaustion, acute illness, severe pain, mental anguish, over-work, social or financial misfortune, grief for the loss of a relative or friend, and like causes; it may also be impaired by self-indulgence or dissipation. Memorizing ability of a high grade is frequently accompanied by lack of stamina and a weak physical organism. Memory is better in the morning when the mind is rested than in the evening, and is more active in temperate than in torrid climates. A cool climate invigorates the brain, while a warm atmosphere causes it to grow sluggish. Memory usually deteriorates in old age.

There are memories which are trustworthy if not suddenly called upon, but under the slightest surprise or excitement they fail to respond.

Some words and names are like leaden bullets, for they sink into the depths of the brain and will not appear when wanted; others, on the contrary, will not rest beneath the surface.

It is strange how ideas can be recalled at one time but not at another. Matters which have not been thought of for decades will occasionally arise in the memory, showing that during all the intervening time they have been retained in the mind, and this would indicate that but little of that which is once thoroughly impressed upon the memory is ever permanently forgotten.

Signs of memory should be multiple, *or individual signs should be conspicuous*, to enable an analyst to state with certainty that a person possesses a superior memory.

**MEMORIZING ABILITY
OFTEN ACCOMPANIED
BY POOR PHYSICAL
CONDITION**

**THE ANALYST MUST
JUDGE A PERSON'S
MEMORIZING ABILITY
EITHER FROM
MULTIPLE SIGNS OF
MEMORY OR BY CON-
SPICUOUS INDIVIDUAL
SIGNS**

STUDENT'S COURSE IN CHARACTEROLOGY

MISCELLANEOUS NOTES REGARDING MEMORY AND REASON

But few have the energy and capacity to think for themselves, for it is much easier to accept ready-made views of others who rightfully or wrongfully set themselves before the public as authorities.

Men who think profoundly, who reason, and who possess individuality, look inward, figuratively speaking, and analyze their thoughts, while others look outward and memorize but do not reason. The former obtain knowledge largely by reflection, the latter by observation.

A memorizing brain assimilates predigested matter, while the cerebral appetite of a reasoning brain is continually hungering after new knowledge for mental consumption. The former cogitates in regard to what is and has been, while the latter includes in its scope that which is not but might be. The former is a receptacle of knowledge, the latter is a manufactory of ideas.

A memorizing brain might be described as a finite brain, a reasoning brain as infinite; the one is circumscribed in its activities, the other is not encompassed within the limits of time, space or circumstance. Memory is restricted in its scope, reason is universal.

A memorizing brain is phonographic, as it gives forth precisely that which it receives. It believes a thing to be so because it has been thus informed, but beyond this it is helpless for it cannot discern for itself the why or wherefore, as such is the province of reason. The value of opinions is dubious when founded exclusively upon authority, for an authority may be right, or may be wrong, while *the value of original views depends upon the mental caliber of the reasoner and upon the time and care expended upon their formation.*

Memorizers do not trust their own opinions, and it is owing to this fact that they become memorizers, while reasoners possess confidence, which develops productive capacity.

THE MEMORIZING
BRAIN ASSIMILATES
PREDIGESTED
MATTER

THE MEMORIZING
BRAIN IS A RECEPTACLE OF KNOWLEDGE, THE REASONING
BRAIN IS A
MANUFACTORY

MEMORIZERS LACK
SELF-CONFIDENCE

Memory and economy harmonize as do reason and generosity; for as memorizing brains do not produce, they are naturally economical, while reasoning brains, being inherently productive, can afford to be generous. Those who possess memorizing brains are not usually successful in finance, for they are timid and fear to part with money in order to make money, or they are rash and speculate incautiously. When they choose an occupation, it is one which is safe, and in which there is little risk and proportionally small profit, or one in which risk is of minor consideration, that is, extra speculative. The above tendencies are owing to lack of reasoning capacity and coördination of thought.

By cultivating memory largely to the exclusion of reason, the schools and colleges of today are lowering stamina and productive capacity, for the grit and bone of national strength is represented by reasoning brains. The author in visiting prominent American universities has observed that memorizing brains are largely in the majority and on the increase, while reasoning brains are scarce. Even technical schools cultivate memory more than reason.

In olden times, before the invention of printing, knowledge was passed on from generation to generation by word of mouth, and in those days a superlative memory was desirable, if not requisite; but times have changed, for *libraries now exist which preserve knowledge precisely and indefinitely, and supreme memorizing brains are, therefore, seldom required. The brain of man in the present generation is too precious to be employed purely for memorizing purposes but should be cultivated as a producing plant of new ideas and new knowledge.*

The weakness of the Chinese as a nation *has resulted largely from the development of memory at the expense of reason.*

Retentive brains fail owing to lack of initiative; moreover, as memorizers are not producers, they develop the tendency to imitate, but not to originate.

**SCHOOLS AND
COLLEGES CULTIVATE
MEMORY AT THE
EXPENSE OF REASON**

**THE BRAIN SHOULD
BE CULTIVATED TO
PRODUCE NEW
KNOWLEDGE**

STUDENT'S COURSE IN CHARACTEROLOGY

TWO VARIETIES OF IMITATION

There are two varieties of imitation, the servile and the intelligent; the former belongs to the underling and requires but average mentality, while the latter is exhibited in the art of the skilful actor or impersonator. Again, *imitation may be of the ocular or aural varieties, the former being indicated by large, prominent eyes and puffy upper eyelids, the latter by large, broad and thin protruding ears.* The artist who copies the works or style of another with precision is *an ocular imitator*, while the vocalist or musician who renders the productions of the great composers is *an imitator of the aural class*. A musician may be excellent in composition as well as rendition but one faculty is usually superior to the other.

Excessive activity and marked lethargy of mind are equally unfortunate, for a super-active brain will not wait upon reason, while a super-passive mind fails to overtake reason. It is only a brain which is *not too active* and *not lethargic* that is capable of deep reasoning and sound judgment. An active brain is a hungry brain. It must be fed constantly with mental pabulum. An inactive brain suffers with torpid mental digestion.

ENERGY AND REASON HARMONIZE

Aggressive individuals are given to reasoning while the non-aggressive are memorizers; thus, energy and reason harmonize as do lack of energy and memory.

While a memorizing brain can accomplish little when original ideas are required, it is excellent in matters involving detail, such as statistics, lexicography, historiography and the acquisition of languages.

Variety of memory depends upon the kind of matter which is of interest to a person, in other words, what a man thinks about. A poet remembers poetry, a mechanician remembers mechanical contrivances, while an artist remembers all that is beautiful. As the shape of the features and of the cranium indicates man's capacities, his likes and dislikes, the variety of memory which he

possesses can be deduced from his facial and cranial contour; thus if the signs of memory are conspicuous and the brain is prominent in the antero-lateral district, memory will concentrate upon matters involving construction and development. If the lips are full and thick, memory will center upon all which has to do with the affections.

Poor memory should not be confounded with absent-mindedness, for the two are distinctive; the former implies permanent, the latter temporary forgetfulness. Absent-mindedness is the result of super-concentration of thought upon matters of importance which temporarily eliminate unimportant details; thus while engaged upon business of moment an individual frequently fails to recall to mind trifling duties while, at the same time, he may possess an excellent memory.

A person with an omnivorous memory remembers much, but retains little which is seriously worth remembering, as his mind is non-discriminating; while the possessor of a selective memory remembers less, but that which he retains is of value.

There are those who pride themselves on speaking many languages, an accomplishment which requires memory only, for a linguist simply has the ability to state the same things in many ways. An individual with a superior memory of the lasting type possesses what might aptly be termed an encyclopedic brain, for it is literally a storehouse of knowledge.

No one should allow himself to become unduly dependent upon the suggestions, opinions or writings of others, for if he does, he is no longer mentally free. Reasoning brains are self-reliant, while memory is a crutch which all who possess lean upon. A man who inherits but an average or poor memory is accustomed from youth upward to think for himself, in other words, to reason, and consequently his brain becomes a highly specialized thinking machine.

**POOR MEMORY NOT
SYNONYMOUS WITH
ABSENT-MINDEDNESS**

**THE LINGUIST IS A
GOOD MEMORIZER**

STUDENT'S COURSE IN CHARACTEROLOGY

SUPERIOR MEMO- RIZERS NEGLECT THEIR REASONING POWERS

**COGITATION IS A
LIMITED VARIETY OF
REASON—IT REFERS
TO THE DIGESTION
OF IDEAS, REASON TO
THEIR CREATION**

SUPERIOR MEMORY OFTEN ACCOMPANIED BY NEAR-SIGHTED- NESS

REASON AND COGITATION

With memorizing brains of superior quality, reasoning power is so neglected, owing to memory being constantly relied upon, that it seldom develops beyond the cogitative stage. Cogitation is not a deep, contemplative process as it is principally concerned with knowledge which is established, and it might therefore be described as a limited or circumscribed variety of reason. Cogitation operates upon the surface, while reason delves into the depths of all which is profound, complex and abstruse. Reason not only has to do with information that is in being, but it reaches out and becomes a discoverer of new ideas. It concerns itself with the present, the past, and the future, with the visible and with the invisible, with the tangible and the intangible, with the known and the unknown. Reason is assimilative and productive and is in matter of development an altogether higher power than cogitation.

Cogitative ability may be associated with a superior memory, but deep reasoning capacity pertains to a brain that is given to originality or independent thought. There are scores of cogitative brains to one which is capable of deep reason.*

MEMORY AND NEAR-SIGHTEDNESS

Superior memorizing power is frequently accompanied by near-sightedness, and this is shown by the fact that a large percentage of students who stand high in their classes, owing to their memorizing capacity, are thus afflicted, while youths who live in the country, or follow mechanical or other occupations which do not call for strenuous intellectual work *of a memorizing variety*, are not so frequently near-sighted nor to the same extent.

*The above distinctions between reason and cogitation are in accordance with the author's views, such differentiation being necessary for analytical purposes.

LOCATION OF MEMORY AND REASON

Individuals with high, narrow, vertical foreheads, who have in the past been erroneously credited with superior reasoning capacity, will doubtless wish to know why the author has located memory and not reason in the antero-superior portion of the brain. *Arguments that are collectively overwhelming have rendered such a decision necessary, thus:*

(1) Men who have attained success in deep reasoning or original departments of thought and research have *almost without exception* possessed broad brains, while *but few*, if any, have had foreheads that were conspicuously high, prominent and narrow. In fact, it would be difficult to mention men of renown who have been successful in great enterprises, requiring creative reasoning capacity, whose brains were narrow, prominent, vertical and lofty.

(2) During forty years' experience covering a vast number of examinations, the author has seldom found that the opinions of those of either sex who possessed high, narrow and prominent foreheads were of value *when original or independent views were required*.

(3) Such foreheads are usual with school children, especially girls, and with them memory is conspicuous but reasoning power is undeveloped.

(4) Prominence in the antero-superior district (the middle and upper portions of the forehead) is more usual in females than males, and such development is accompanied by superior memory.

(5) Prominence in the antero-lateral district is more conspicuous in males than females, and in the former reasoning power is more highly developed than memory.

(6) A large percentage of Orientals, who, owing to centuries of training, have remarkable memorizing power but are not noted for originality, possess brains which are high and narrow, deficiency with them being evident in the antero-lateral or principal reasoning district.

**AUTHOR'S REASONS
FOR LOCATING
MEMORY IN THE
ANTERO-SUPERIOR
CRANIAL DISTRICT**

**FEW MEN RENOWNED
FOR GREAT SUCCESSSES
REQUIRING REASON-
ING CAPACITY
HAVE POSSESSED
NARROW BRAINS**

**ORIENTALS, WHO
ARE REMARKABLE
MEMORIZERS, HAVE
HIGH, NARROW
BRAINS**

**MUSICIANS WITH
HIGH NARROW FORE-
HEADS PERFORM
FROM MEMORY;
COMPOSERS POSSESS
BROAD BRAINS**

(7) Musicians with high and narrow foreheads perform readily from memory, while musical composers who are original in their productions and therefore reasoners, in a musical sense, have broad brains.

(8) After conversing with a large number of individuals who have high, narrow, and prominent brains, and with an equal number of broad-brained people, and observing that while the former possessed superior memorizing ability, they were not deep reasoners, and that the latter were sound in their deductions although they had only average or poor memorizing capacity, the conclusion became unavoidable that memory resides principally in the antero-superior district and originality and reason chiefly in the antero-lateral portions of the brain.

REASON AND SUCCESS

**SUCCESS NOT ALWAYS
EVIDENCE OF SU-
PERIOR REASONING
CAPACITY**

Success in life is *not invariably* a proof of superior reasoning capacity, nor of remarkable judgment, for a certain percentage of successful men owe their success largely to luck or unusual opportunity and a percentage of those who fail rightly attribute their failures to bad luck or lack of opportunity. If judgment happens to be sound *upon a certain few crucial occasions* in commercial affairs, success may be assured; while if errors in judgment occur *at these particular times* failure in life results, largely regardless of the quality of mind of the individual or of his reasoning capacity, and this explains the mediocre intelligence of certain capitalists and the superior brain capacity of some of those who do not succeed.

A man whose features suggest poor reasoning powers may by accident display good judgment on occasions, for on the basis of mere chance a person has an equal opportunity of favoring the right or wrong side of a question, but a man of sound reasoning ability casts his decisions more frequently in favor of wisdom and consequently he more frequently succeeds.

That deep reasoning capacity is not invariably essential to success is illustrated as follows. The author has in mind a man who, starting in life penniless, accumulated a fortune with the following assets: (1) health, (2) ambition, (3) assertiveness, and (4) a superior memory. Another instance was the following: This man possessed (1) energy, (2) ambition, and (3) caution. In a third case the assets were: (1) perseverance, (2) ambition, and (3) initiative. Yet to no one of these individuals belonged remarkable reasoning powers.

All men of unusual capacity possess more favorable abilities than one. *It requires a conglomeration of associated talents to achieve marked success in life*, and furthermore, a man who is really clever in one occupation is ordinarily clever in more than one.

JUDGMENT

Mental activity is composite. A judgment is usually made up of many minor judgments, and when these harmonize accurate resultant judgment is achieved. A man of poor judgment is mentally near-sighted.

Judgment is the product of reason. When a matter is presented to the mind for consideration, reason begins to operate; it reviews all sides of a question, and in so doing arguments for and against present themselves like forces facing each other. As new arguments develop, they severally reinforce one side or the other so that one side gradually grows stronger and the other weaker, until one is victorious and the other retires in defeat; thus judgment is achieved. *Judgment based exclusively upon memory, that is, upon the opinions of others, is seldom reliable.*

The powers of analysis and synthesis which are essential to sound judgment lie in the antero-lateral district (District V),* and unless this area, in conjunction with District I, which refers to perception and comparison,

* See Chart M, Lesson VIII, Districts of the Brain.

INSTANCES OF SUCCESS OF INDIVIDUALS LACKING DEEP REASONING CAPACITY

A MAN OF POOR JUDGMENT IS MENTALLY NEAR-SIGHTED

SOUND JUDGMENT IS THE PRODUCT OF REASON

STUDENT'S COURSE IN CHARACTEROLOGY

**MOST PEOPLE ARE
SATISFIED WITH
ONE STANDPOINT
AND FORM HASTY
CONCLUSIONS**

District VI, to energy, and District VII, to coördination of ideas, are well developed, reliable judgment cannot be confidently expected.

Reason leads to conclusions, which may be logical or illogical, sound or unsound, according as they are based on valid or invalid premises. The selection of premises depends upon judgment, and consequently, premises with sound reasoners must be valid and sound.

Sound judgment depends upon the number of standpoints from which a matter is viewed. Most people are satisfied with but one, while cautious individuals are more particular. Many standpoints are distracting, and hence, to avoid confusion, individuals frequently jump to conclusions from the first platform.

There are those who pride themselves upon their judgment, who are mere surface reasoners. Basic arguments which lie at the foundation of propositions are seldom observed by the masses and frequently not by the classes, and this is often the case even regarding matters of import.

Those who merely assemble and repeat arguments which have been developed by others do not possess reasoning brains, and such is frequently the case with orators who talk fluently and forcibly, while their reasoning powers are of light weight.

Reputations for astuteness, reasoning capacity and sound judgment have frequently been acquired by statesmen who have simply followed the will of the people, and have possessed neither independent views nor remarkable sagacity.

Poor judgment often results from the absence of sufficient data on which to base sound opinions and likewise proceeds from inability properly to analyze, assimilate and manipulate data.

**MULTIPLE SIGNS
OF MEMORIZING
POWER IMPLY POOR
REASONING CAPACITY
AND ALSO POOR
JUDGMENT**

As multiple signs of memorizing power imply poor reasoning ability, they also suggest poor judgment. A person may display sound judgment in some ways and

not in others, all depending upon the variety of intellectual development of the individual. Again, good taste accompanies sound reasoning capacity, for taste is based upon reason, which develops discriminative judgment.

A mind which is decisive but not obstinate is necessary to sound judgment, and to this end the jaws, which refer to decision of character, should be neither broad nor narrow, but between these extremes. If they are too square, the character is inflexible, while if they are contracted, it is vacillating. Sound judgment supported by firmness gives force of character. Firmness minus sound reasoning capacity equals pure stubbornness.

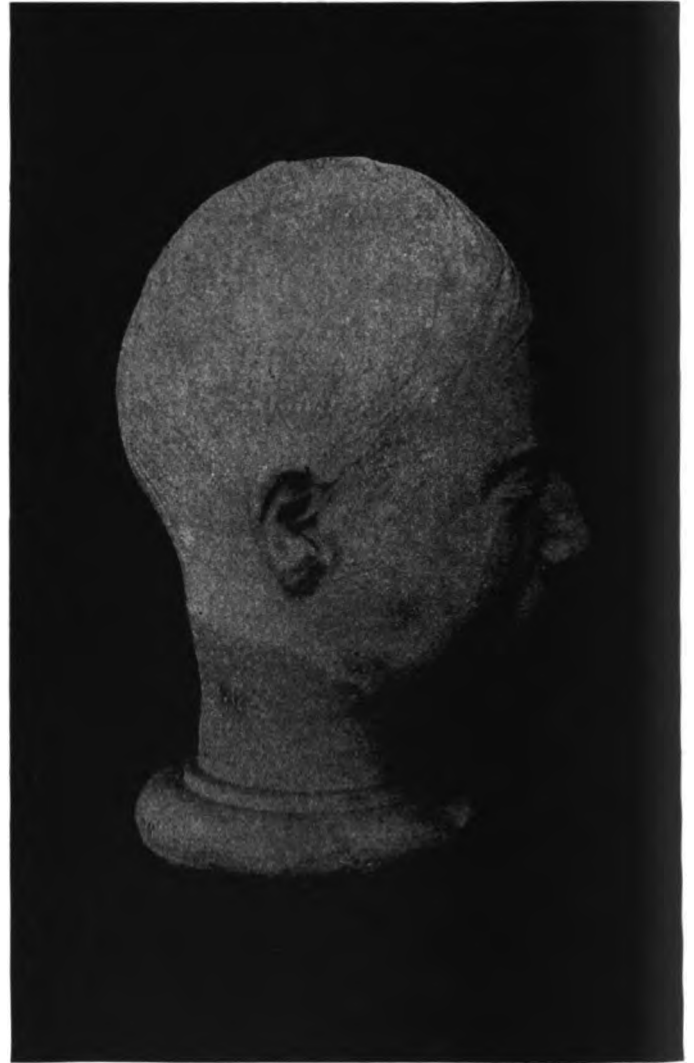
The greatest hindrances to rational judgment are obstinacy and impatience, and the greatest aids are time and calm consideration. Men with poor reasoning power occasionally pride themselves upon their judgment which is pure conceit. A man who possesses unusual dynamic power coupled with sound reasoning capacity is marked for success.

**FIRMNESS SUPPORTED
BY JUDGMENT GIVES
FORCE OF CHAR-
ACTER, FIRMNESS
MINUS JUDGMENT
MEANS STUBBORN-
NESS**

Plate 28
UNKNOWN MAN



(ANTERIOR VIEW)



(LATERAL VIEW)

Character from Cast

Front and lateral views of a remarkably high head. Memory, benevolence, religious convictions, love of philosophy, of poetry and of the accumulation of knowledge from all sources are indicated. The forehead and upper portion of the cranium of Sir Walter Scott were somewhat analogous to this.

This cast is from the collection in the Anatomical Museum of the University of Edinburgh.



(LATERAL VIEW)

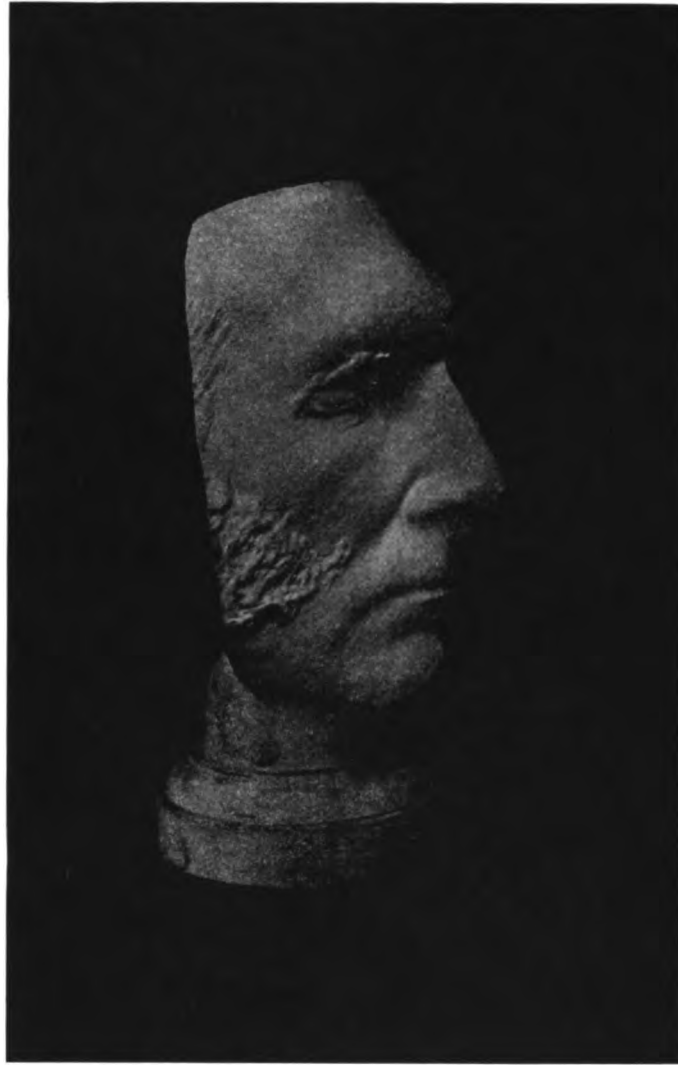
Conspicuous Features

1. Refined Roman nose.
2. Well-formed mouth with square edges.
3. Prominent chin.
4. Vertical forehead.

Character from Mask

This is a female profile of extreme beauty, the features being exceptional in outline and proportions. The nose is classic, the mouth is equally so, and the same can be said of the chin and forehead. The jaws show great will power and the character was decisive. Energy is shown by the arched nose, and memory by the refinement of features and by the prominence of forehead and chin.

Plate 30
MATHIAS DUNN
MINING ENGINEER



(LATERAL VIEW)

Character from Cast

This profile represents extraordinary prominence of the perceptives (the superciliary ridge). Such development is abnormal and has the same signification as though it were prominent but not monstrous as here shown.

The author has observed but one case in life as pronounced as this.

The cast is from the collection in the Anatomical Museum of the University of Edinburgh.

TEST QUESTIONS ON LESSON XII

(Before undertaking Lesson XIII, be sure you can answer, satisfactorily to yourself, the following Test Questions on Lesson XII.)

1. *Why do Southern (brunet) peoples possess retentive memories, and Northern (blond) peoples reasoning ability? Define memory and reason.*

2. *By what indications can the analyst accurately judge reasoning or memorizing ability?*

3. *Are signs of memory more conspicuous with men or women? Signs of reason? Explain the rule of alternating cranial districts and features.*

4. *Give the six classifications of brains, according to memorizing and reasoning capacity.*

5. *How is the faculty of judgment variously developed in the six classes of brains?*

6. *What does mathematical ability require, reason or memory? What are the percentages of memorizing to reasoning brains in civilized communities, and of reasoning to memorizing?*

7. *Where is the principal cranial location of memory? What is the indication as to memory if the central forehead is extremely sunken?*

8. *What cranial indications point to memory? What to reason? What is necessary for the observer before forming conclusions as to memorizing and reasoning ability?*

9. *Give five facial signs of memory.*

10. *Mention five facial signs of reason.*

11. *Name five favorable traits accompanying memorizing brains. Five which accompany reasoning brains.*

12. *What is the relation between the faculties of memory and reason?*

TEST QUESTIONS

13. *What conformation of face shows memory? What reason?*

14. *Name the three classes of memory.*

15. *What is the distinction between memory of things seen and memory of things heard? What signs doubly refer to memory of things seen? What to memory of things both heard and seen?*

16. *What do small eyes refer to, as to memory? Large eyes? Give the favorable signs of ocular memory shown by eyes and eyebrows. The contrary signs.*

17. *Give three favorable signs of aural memory, shown by the ears. Three contrary signs.*

18. *What are the five varieties of memory?*

19. *Why do students with original minds often fail in school and college? Is superior memorizing ability always desirable?*

20. *What are the four mixed or composite varieties of memory?*

21. *From what must an analyst judge a person's memorizing ability?*

22. *State some of the marked distinctions between memorizing and reasoning brains, favorable and unfavorable.*

23. *Are aggressive individuals given to reason or memory? Non-aggressive? Is poor memory synonymous with absent-mindedness? State the difference between cogitation and reason.*

24. *State some of the author's reasons for locating memory in the antero-superior cranial district.*

25. *What is "sound judgment" based on? What do multiple signs of memorizing power imply? What is the difference between force of character and mere stubbornness?*

STUDENT'S COURSE IN

CHARACTEROLOGY

AN EXACT SCIENCE

Lesson XIII—Page 3

IN FIFTEEN LESSONS

LESSON XIII

FEATURES AND CHARACTER

The brain is the cocoon of the mind and just as the moth builds its dwelling-place to fit its precise requirements, so the mind fashions the brain, cranium, and features to its fancy and convenience.

IF the forehead is broad and prominent, an arched nose, which signifies wilfulness and contention, will suggest commanding mental strength; if in combination with an arched nose the postero-lateral districts of the brain, which suggest force, are highly developed, physical aggressiveness will be indicated. When the nose is strong and the jaws are weak, character will be spasmodically forceful, but not perseveringly so. When the chin and jaws are strong and the nose is weak, perseverance and obstinacy will be present, but aggressiveness will not be conspicuous. When, however, the nose, chin and jaws are uniformly strong, the character will be both aggressive and obstinate, but neither of these traits will be over-conspicuous as the one will modify the other.

When, in addition to full lips, which refer to sentiment, musical signs are present, love of sentimental music can be inferred. If, however, full lips are associated with the vital temperament, the combination will suggest love of food and the comforts of life; while if they are associated with prominence of the occipital district, love of children or of pets will be evidenced.

HOW THE FEATURES
IN COMBINATION
REFER TO
CHARACTER

INDICATIONS OF THE
LIPS IN COMBINATION
WITH OTHER SIGNS

**INDICATIONS OF THE
EYES IN COMBINATION
WITH OTHER SIGNS**

If the eyes are large and prominent, indicating memory, and the forehead is high, which refers not only to memory, but to conscientiousness, sympathy and religious tendencies, remembrance of and compassion for the poor, the aged, the decrepit and for those in affliction may be assumed.

When in combination with large, prominent eyes, which signify memory, the brain is massive and the forehead is high, unusual memorizing capacity will result, but marked originality of conception or inventive ability cannot be expected, as these are practically debarred when memory is conspicuous. If, however, the eyes are medium or small, the forehead broad and expansive, and the superciliary ridge prominent, originality will be present.

REGULAR FEATURES

The usual conception of beauty presupposes regularity of features, but this is only a superficial application of the terms, for a beautiful face should presage a beautiful character, and while such is usually the case it is not invariably so.

Beauty in a comprehensive way is shown by:

- (1) A symmetrical cranium.
- (2) A high, broad forehead.
- (3) Regular features.
- (4) Brilliant eyes of a decided color.
- (5) A clear, healthy complexion.
- (6) Harmonious physical proportions.
- (7) A dignified carriage of head and body.
- (8) Refinement in speech and action.
- (9) Soulfulness and sympathy.
- (10) Animation and a cheerful countenance.

Homeliness is manifested by:

- (1) An unsymmetrical cranium.
- (2) A low, contracted forehead.
- (3) Irregular features.

**BEAUTY OF FACE
SHOULD MEAN
BEAUTY**

**PHYSICAL COM-
PONENTS OF BEAUTY**

**MANIFESTATIONS OF
HOMELINESS**

- (4) Dull eyes.
- (5) A poor complexion.
- (6) Inharmonious physical proportions.
- (7) Lack of dignity.
- (8) Lack of refinement in conduct and speech.
- (9) An unsympathetic disposition.
- (10) Deficient animation and a serious countenance.

Extreme features, either large or small, signify extreme traits and hence exceptional ability or unusual lack of ability in special directions.

What is beautiful and what is not depends largely upon the beholder, for that which is attractive to one is not necessarily so to another. As Voltaire aptly remarked, "Beauty to the toad is its mate." The great advantage of cultivating good looks and a happy disposition is that of reflecting them, for a pleasing countenance has a cheering effect upon an entire household.

Beauty can be classified as, (1) typical and (2) specialized. With the former the features are symmetrical, while the latter is not cast upon fixed standards or proportions but refers to individual types, which appeal to different people differently. Specialized beauty in opposite sexes supplements the type of features possessed by the beholder, for men and women admire their similitudes in the same sex but their opposites in the opposite sex, and consequently, in the case of specialized beauty, that which one person admires may be all but repulsive to another.

The higher individuals are in the social scale the more attractive physically they usually are, and this is due to the fact that they possess more harmonious features than the lower classes. Conversely, descending from one social stratum to another, features become more and more irregular until among the dregs of humanity, which include the low criminal classes, countenances are frequently so distorted that they are horrible to behold.

**EXTREME FEATURES,
LARGE OR SMALL,
SIGNIFY EXTREME
TRAITS**

**CLASSIFICATIONS
OF BEAUTY**

**THE HIGHER THE
SOCIAL SCALE THE
MORE ATTRACTIVE
THE PHYSICAL
FEATURES**

**THOSE WHO HAVE
REGULAR FEATURES
ARE USUALLY
TRUSTED**

**CONCLUSIONS
AS TO HONESTY OR
DISHONESTY ARE
RELIABLE ONLY
WHEN SIGNS ARE
MULTIPLE**

**DIRECTNESS OF GAZE,
BEARING AND SPEECH
INDICATIVE OF
HONESTY OF
CHARACTER**

FEATURES INDICATE HONESTY AND DISHONESTY

The reason for the universal admiration of those who have regular features is the feeling that they do not possess extreme traits and accordingly are not given to excess in speech or action; that while they are not weak and pusillanimous they are likewise neither grasping nor overbearing, and, in fine, that as companions they are to be trusted. Regular features, however, are not always sufficient evidence upon which to base confidence, for criminals occasionally have fairly harmonious countenances. Those who have regular features are conscious of the fact and at times rely upon their looks as a protection in dishonesty; consequently honesty and dishonesty, except to the trained expert, are difficult to diagnose.

Conclusions upon the subject of integrity are reliable only when signs are multiple; when indications are partly this way and partly that, dishonesty is always possible. Honesty is influenced by circumstances, conditions and associations from youth upward; furthermore it develops with age, for experience demonstrates that it is sound policy. Directness of speech and action imply honesty. One who looks a stranger straight in the eye, stands erect, speaks plainly, walks with a firm tread and shakes hands with frankness is more likely to be honest than one who avoids the glance, stoops in his walk, hangs his head, has a shuffling gait and avoids answering questions clearly and to the point. One of the most conspicuous signs of dishonesty is a brazen stare, another is an assumed soft winning voice, and a third is an obvious erect carriage of the head and body. These are all, normally speaking, that is when not exaggerated, signs of honesty. The dishonest in donning the robes of honesty become expert at camouflage; they know the signs and imitate them carefully. They generally over-act the part.

•

One hundred per cent integrity cannot be expected from one who by nature is but fifty to seventy per cent honest.

The following signs bespeak honesty:

- (1) Forehead high, broad and prominent.
- (2) Eyes of medium size and far apart.
- (3) Eyes which are straight (not oblique) and are normally neither extra wide-open nor nearly closed.
- (4) Large irises to the eyes.
- (5) Straight nose of medium proportions.
- (6) Large mouth with medium full lips not too tightly closed.
- (7) Eye teeth which are not large, long or pointed.
- (8) Jaws of medium breadth.
- (9) Balanced temperaments.
- (10) Cultivation, refinement and education.
- (11) All signs of health.
- (12) Prominence of the antero-lateral district.
- (13) Prominence of the postero-central district.

Individual signs of honesty or of dishonesty are unreliable but *multiple signs in combination are dependable*. The reverse of these indications, if present in *multiple*, suggest dishonesty. Super-loquaciousness is usually accompanied by neglect of veracity. Those who talk rapidly do not take sufficient time to be accurate in their statements.

An evenly balanced mind is associated with a well-proportioned cranium and harmonious features and an ill-balanced one with misshapen cranial and facial outlines; furthermore, lack of symmetry in bodily proportions and unsymmetrical features suggest mental eccentricity. Harmony of features implies good looks and a neutral character, which is contrary to practicality and is rare with the genius (see Criminology, Lesson XV).

SIGNS OF HONESTY

THE REVERSE OF SIGNS OF HONESTY SUGGEST DISHONESTY

SYMMETRY OF FEAT- URES AND CRANIUM EVIDENCE SYMMETRY OF CHARACTER

THE HUMAN PHYSICAL ORGANIZATION IS USUALLY SYMMETRICAL IN PROPORTIONS

EXCEPTIONS TO THE GENERAL RULE

SYMMETRICAL FEATURES AND SYMMETRY OF BODY IMPLY SYMMETRY OF INTERNAL ORGANS

ERRATIC FEATURES

Proportions throughout the entire physical organization are usually, broadly speaking, symmetrical, so that the contour of the head predicates the form of the body, features, and limbs. Thus, if the head is round and the face is full and plump, the entire body will be more or less rotund; if it is narrow and thin, the body will be slender. Long features are associated with a long face and long limbs, broad features with a broad face and stout limbs. There are exceptions to this rule, however, for weird and irregular combinations of features and of bodily proportions are occasionally met with, so that the countenance presents the appearance of a conglomeration of parts thrown together haphazard and badly matched, and similar irregularities are to be found throughout the physique. Incongruous groupings of features when carried to an extreme might be aptly described as harmoniously inharmonious.

The author remembers a man who answered the following description: his head was large, his body small, his nose was large, his eyes small, his mouth was small, his ears large. So strange was the result that it looked as though the parts of several men had been used in his make-up, and his character was equally unique.

Symmetrical features and a symmetrical body imply uniform development of the internal organs; lack of symmetry, unequal strength of the internal organs. A locomotive with a large boiler and a small furnace, with large wheels and small axles, and with irregularly proportioned parts thrown together, helter-skelter, would be of uncertain utility and would possess but poor lasting powers, and a similar rule as to lack of harmony, when carried to an extreme, applies to the human organism. Large features indicate energy, but energy in excess is detrimental.

Incongruity of physical proportions is due to the fact that man inherits from a vast number of ancestors who have possessed all manner of extreme features, favorable and unfavorable, and also for the reason that mating among human beings is too frequently entered into for reasons other than affection. When affinities mate, opposite features are possessed by the contracting parties, and the descendants in consequence have symmetrical facial and bodily outlines and correspondingly balanced characters; while inharmonious marriages produce offspring that are unsymmetrical both physically and mentally.

Refined people possess refined features; those who are coarse have coarse features; and then again some individuals are not clearly defined as to refinement and coarseness.

Good taste is, broadly speaking, in proportion to good looks, bad taste to homeliness. The reason why homely people seldom possess good taste is that their brains, like their features, are poorly balanced and inharmonious. Good taste also depends upon reasoning capacity.

DEVELOPMENT OF CHARACTER

Ambition to achieve and to excel are the prime incentives to the development of character, producing a desire for the acquisition of wealth, social standing, professional and commercial success, capacity in literature, art, the drama, and all scientific attainments.

It is possible for a man to build up and develop his own character, and to accomplish this it is necessary that he *should review his own weak as well as strong traits, so that he may appreciate his limitations as well as his capacities.* To this end he should consult the characterological dictionary (Lesson IX) and make separate lists of favorable and unfavorable traits which pertain to himself; when these are ascertained, he should engage in

**INCONGRUITY OF
PHYSICAL PROPOR-
TIONS DUE TO
HEREDITY FROM
MANY ANCESTORS**

**REFINED FEATURES
INDICATE
REFINEMENT, COARSE
FEATURES, COARSE-
NESS**

**CHARACTER DEVEL-
OPMENT THE RESULT
OF AMBITION**

**TO IMPROVE HIS
OWN CHARACTER A
MAN MUST REVIEW
HIS OWN LIMITA-
TIONS AND CAPACI-
TIES**

STUDENT'S COURSE IN CHARACTEROLOGY

OBJECTIONABLE TENDENCIES MUST BE SUPPRESSED, AND FAVORABLE TRAITS CULTIVATED

a systematic and determined effort, to *suppress objectionable tendencies*, gradually gaining a mastery over them, and to *cultivate those which are favorable*. This can be accomplished by:

- | | |
|--------------------|----------------------|
| (1) Self-analysis. | (3) Force of will. |
| (2) Self-control. | (4) Auto-suggestion. |

If he cannot readily decide as to his own abilities and inabilities, it would be wise for him to employ an analyst of repute; but at heart, particular failings, as well as most favorable traits, are usually known to their possessors.

A man who is lacking in self-control is like unto an automobile with a defective brake. Disaster lurks at every curve. Self-control should be cultivated.

AUTO-SUGGESTION INVALUABLE IN DEVELOPING CHARACTER

Auto-suggestion is an invaluable method of developing character. Whatever a man wishes to be, as regards character, he should persuade himself that he is, and by continually giving himself the suggestion he will gradually become so. He should systematically endeavor to live up to his aspirations; in other words, to be that which he aspires to be. If he wishes to cultivate dignity, he should constantly endeavor to be dignified. If he desires to build up will power, he should be firm. If he wishes to be energetic, he must endeavor on all occasions to overcome lethargy. Realization will follow conscientious effort.

CHARACTER AND APPEARANCE HARMONIZE

WHATEVER A MAN'S FEATURES IMPLY, THAT IS EXPECTED OF HIM

Disposition can be inferred from appearance, for it is subconsciously understood by all men that a man's countenance and his character harmonize; therefore whatever his features signify is expected of him, while more than this is not only not expected but is at times hardly permitted. If a man appears mild and submissive, he is likely to be imposed upon, for it is taken for granted that he will not resist. If his looks are moderately forceful, others will give way to him to a certain extent; while

if a man is super-forceful so that he appears dangerous, the world will grant him a wide berth.

A person who feels pugnacious looks pugnacious. He who is selfish looks selfish; the vindictive look vindictive; the downcast appear downcast; while if a person is fair-minded, it is evident in his face. Thus feelings, whether permanent or transitory, are ever reflected in the countenance.

Assume intentionally an expression indicative of a given trait and the inward feeling which corresponds with that expression will immediately develop. Thus, if a man raises his eyes and looks steadily upward, he will feel reverential; if he casts his eyes sideways he will feel suspicious; if he looks continually downwards he will be serious, while if he assumes a smiling expression happiness will come to him. If a person wishes to cultivate self-esteem and dignity, he should stand erect, square his shoulders and hold his head up; and he will notice how readily these traits can be assumed until by repetition they become a part of his nature. Whatever traits are frequently depicted, even intentionally, will rapidly develop, and in this way character can be reconstructed within limits.

If one wishes to ascertain the significance of a particular expression which he has observed in the face of a stranger, he should assume that expression himself, and his inward feelings will at once accord with his appearance, and he can thus inform himself as to its meaning. Thus, if he draws his lower jaw backward, he will notice how inane he both looks and feels; all force of character will have departed from his countenance. If he advances his lower jaw, he will observe that obstinacy is added not only to his appearance but to his feelings. If he opens his eyes wide, he will both look and feel as though he had no serious views on any subject. If he partly closes his eyes and shuts his mouth tightly, severity will be added to his countenance. If he lowers his eyebrows (frowns),

**AS A MAN FEELS, SO
HE USUALLY LOOKS**

**METHODS OF
SELF-IMPROVEMENT**

**TESTING THE
SIGNIFICANCE OF
AN EXPRESSION OF
COUNTEenance**

STUDENT'S COURSE IN CHARACTEROLOGY

ILLUSTRATIONS OF INDIVIDUALS POS- SESSING CONSPICUOUS FEATURES AND MARKED TRAITS

he will note that austerity is not only depicted but felt, and when he raises them high he will observe that forceful feelings depart. When people *normally* possess *fixed* appearances as described, traits which correspond will be found inherent in their characters.

When conspicuous features are possessed by an individual, marked traits can be inferred. Thus, Benjamin Franklin had a strong nose, prominent chin, broad jaws and a massive brain, and his character was decisive. Sir Isaac Newton (Plate 4) possessed a refined profile, prominent perceptives, a strong chin and a commanding nose, which in combination bespoke will power and keen perception. Oliver Cromwell (Plate 23) had a strong nose, broad jaws, a firm mouth and a massive brain, and this super-forceful combination produced a character of great and varied power.

THE WILL AND FORCE OF CHARACTER

FORCE OF CHARACTER SYNONYMOUS WITH WILL POWER

Force of character is exemplified by will power. The will is mental force and is associated with all the cerebral districts; it predicates the desire to gratify each and every wish or inclination, but it is asserted with extra vigor at the behest of those districts which are most highly developed and in consequence possess a commanding influence in the brain. Force of character is exhibited not only by cranial development, but by the features and likewise by temperament.

A MAN'S DISPOSITION IS IN KEEPING WITH HIS APPEARANCE

If a man's appearance is striking, so will be his disposition; if it is insignificant, his character will be in accordance. The former shows personality, the latter lack of personality.

A scowling face denotes a scowling character. Rigid features indicate harshness and lack of sympathy, while a scintillating countenance expresses pleasantry and intelligence.

An ignorant tramp with a strong arched nose can be forceful, so far as mere force is concerned; while a

philosopher with a concave nose may be lacking in decision of character. Remarkably forceful individuals and those who are decidedly lacking in force may be equally objectionable, as the one possesses supernormal, the other subnormal traits.

When a man's features are superlatively forceful, the world fears him; if remarkably weak, he is despised. The public avoids extra-forceful individuals, for it is aware that it cannot compete with them. A forceful man who possesses poor judgment is a danger, not only to himself but to his family and the community. Unusual strength of character in a given direction is usually balanced by proportional weakness in another, and conversely, extra weakness by strength in other ways.

Forceful men think, speak, write, walk and act forcibly; whatever they undertake displays decision. If a man of virile character becomes an artist, his paintings will be vigorous; if a sculptor, his work will be striking; if an author, his writings will be masterly; if an athlete, few will surpass him.

One reason why forceful characters are so frequently successful is because the majority of people are so lacking in resistance that they yield against super-aggressiveness without a struggle.

Forceful individuals have had forceful forebears from whom they have inherited their strong traits, although their immediate parents may not have possessed marked decision of character.

Even a single decisive feature adds much strength to the countenance and will affect the trend of an entire analytical reading. But few individuals have more than one striking feature, and hence but one dominating trait, or rather, group of traits, but that will greatly influence and strengthen the entire personality.

If a man possesses two strong features, he cannot be said to have a weak character, and conversely if a person has two decidedly weak features, he cannot be gifted with great force.

**THE WORLD FEARS
A MAN WHOSE
FEATURES ARE
EXTRA FORCEFUL,
AND DESPISES HIM
WHOSE FEATURES
ARE EXTRA WEAK**

**FORCEFUL MEN
PERFORM ALL
ACTS FORCIBLY**

**FEW INDIVIDUALS
HAVE MORE THAN
ONE STRIKING
FEATURE**

STUDENT'S COURSE IN CHARACTEROLOGY

**MORE THAN
THREE STRONG
FEATURES INDICATE
SUPER-FORCE**

**COMMANDING
FEATURES NOT THE
POSSESSION OF THE
HIGH-MINDED ALONE**

**POWER OF WILL, RE-
FINED BY CULTURE,
THE HIGHEST FORM
OF FORCE OF
CHARACTER**

More than three strong features indicate a super-forceful disposition, and if such features are individually markedly strong, an adamant character.

As the limbs of a tree grow larger and stronger when other limbs and branches are cut away, so strong traits of character grow stronger when other traits are somewhat lacking in strength.

It must not be supposed that commanding features are monopolized by the honorable and high-minded, for criminals and men in the lowest social strata occasionally have strong noses, square jaws or firm-set mouths, and it is the extreme unbending nature thus manifested which often results in their undoing. The author has in his possession the portrait of a criminal who has a strong mouth, a large Greco-Roman nose, powerful jaws and a capacious brain. He had mechanical ability and became a burglar. In this case, education was lacking and surroundings led to crime. If he had been reared under favorable conditions, he might have been a clever engineer or inventor, for signs of constructive ability were conspicuous and his cerebral capacity would have assured him success.

Discipline of the mind is the least understood, and the most valuable of all capacities. To compel the mind to do one's bidding is supreme force of character. Self-discipline is the spirit of wisdom.

Force of character, as exhibited by the power of the will, compels others to do one's bidding. At the foundation of force of character in the human species lies brute force, which is the physical capacity to compel obedience. When culture and education are added to force, strength of character in its highest sense becomes manifest, and this is the sense in which those who are rightfully minded wish to regard force of character. The power of the will is illustrated by all signs of force of character.

STRONG AND WEAK FEATURES

The indications, cranial, facial, physical and temperamental, of strength and weakness of character are as follows:

INDICATIONS OF
STRENGTH AND
WEAKNESS OF
CHARACTER

	Strong	Weak
(1) <i>Cranium:</i>	Large and broad, of medium height and length.	Small and narrow, low and long.
(2) <i>Eyes:</i>	Medium in size and color.	Large, protruding, sunken, watery or dull.
(3) <i>Nose:</i>	Large, long, broad, arched.	Small, short, narrow, concave.
(4) <i>Mouth:</i>	Large, thin lips, tightly closed.	Small, thick lips, not tightly closed.
(5) <i>Ears:</i>	Large, broad, protruding.	Small, narrow, low-lying.
(6) <i>Chin:</i>	Prominent (broad).	Markedly receding.
(7) <i>Jaws:</i>	Broad and square.	Narrow.
(8) <i>Hair:</i>	Abundant, coarse, curly (not crinkly).	Thin, fine, straight (or bald).
(9) <i>Complexion:</i>	Medium or florid.	Extremely dark or pale.
(10) <i>Physique:</i>	Medium in height and weight.	Tall, slender or short.
(11) <i>Temperaments (first classification):</i>	Balanced.	Extreme.
(12) <i>Temperaments (second classification):</i>	Balanced.	Extreme.

PERCENTAGE CHART

(Referring to Force of Character)

It is frequently advantageous to illustrate the character of subjects upon charts and to express deductions in percentages, 100 per cent representing extreme strength of character as shown by any one feature as listed above. The sum of these deductions divided by twelve will represent in percentage the force of character of an individual.

THE CHARACTER
OF SUBJECTS
REPRESENTED ON
PERCENTAGE CHARTS

STUDENT'S COURSE IN CHARACTEROLOGY

PERCENTAGE VALUES
OF ALL FEATURES

The percentage values of features of every description, cranial, facial, of the body and of the temperaments, are approximately as follows. This list is to be used for reference but not memorized:

CRANIUM	(1) <i>Cranium</i>		Per Cent
	Size		
	Large	broad and high or broad and long	90-100
	Medium	broad and high or broad and long	80- 90
	Large	narrow and high or narrow and long	70- 80
	Medium	narrow and high or narrow and long	60- 70
	Small	broad and high or narrow and long	50- 60
	Small	narrow and high or narrow and long	40- 50

THE EYES	(2) <i>Eyes</i>		Per Cent
	Color	Size	
	Light	medium	90-100
	Light	small	80- 90
	Light	large	70- 80
	Dark	medium	60- 70
	Dark	small	50- 60
	Dark	large	40- 50

THE NOSE	(3) <i>Nose</i>	
	The breadth of the nose should be taken into account in this list and the higher percentage assigned if it is broad.	

Size		Per Cent
Large	Roman, Aquiline or Semitic	90-100
Medium		85- 90
Small		80- 85
Large	Greco-Roman	85- 90

FEATURES AND CHARACTER

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(3) *Nose (Continued)*

Size		Per Cent
Medium . . .	Greco-Roman	80- 85
Small	Greco-Roman	75- 80
Large	Retroussé-Semitic or Aquiline-Semitic	85- 90
Medium	Retroussé-Semitic or Aquiline-Semitic	80- 85
Small	Retroussé-Semitic or Aquiline-Semitic	75- 80
Large	Greek	70- 75
Medium	Greek	65- 70
Small	Greek	60- 65
Large	Retroussé	60- 65
Medium	Retroussé	50- 60
Small	Retroussé	40- 50

(4) *Mouth*

Size	Type	
Large	thin lips	90-100
Medium	thin lips	80- 90
Small	thin lips	70- 80
Large	full lips	60- 70
Medium	full lips	50- 60
Small	full lips	40- 50

THE MOUTH

(5) *Ears*

Large, broad, outstanding	90-100
Large, broad, flat	80- 90
Medium size, outstanding	70- 80
Medium size, flat	60- 70
Small, outstanding	50- 60
Small, low-lying	40- 50

THE EARS

(6) *Chin*

Broad, projecting	90-100
Broad, vertical	80- 90
Narrow, projecting	70- 80

THE CHIN

STUDENT'S COURSE IN CHARACTEROLOGY

(6) *Chin (Continued)*

Size	Per Cent
Narrow, vertical	60– 70
Receding slightly	50– 60
Receding greatly	40– 50

(7) *Jaws*

Size	
Broad, square, angular	80–100
Medium in breadth	60– 80
Narrow	40– 60

THE JAWS

(8) *Hair*

Type	
Abundant, coarse, curly	90–100
Abundant, coarse, straight	80– 90
Abundant, fine, curly	70– 80
Abundant, fine, straight	60– 70
Scant	50– 60
Bald	40– 50

THE HAIR

(9) *Complexion*

Type	
Medium florid	80–100
Florid	60– 80
Extreme dark or pale	40– 60

THE COMPLEXION

(10) *Physique*

Size	
Large, broad and muscular	80–100
Medium in size and strength	60– 80
Small, slight	40– 60

THE PHYSIQUE

(11) *Temperament (First Classification)*

Type	
Mental, Motive and Vital, balanced	85–100
Mental and Motive, in excess	70– 85
Mental and Vital, in excess	55– 70
Motive and Vital, in excess	40– 55

TEMPERAMENTS

(12) *Temperament (Second Classification)*

Type	Per Cent
Choleric and Phlegmatic, balanced	80–100
Choleric, in excess	60– 80
Phlegmatic, in excess	40– 60

HOW TO ESTIMATE FORCE OF CHARACTER

Based upon the above list of percentage values, the force of character possessed by Mr. X and Miss Y can be charted as follows:

FORCE OF CHARACTER
ILLUSTRATED BY
PERCENTAGE CHART

	Percentages allotted to	
	Mr. X	Miss Y
(1) Cranium	90	40
(2) Eyes	80	70
(3) Nose	80	80
(4) Mouth	90	70
(5) Ears	90	80
(6) Chin	70	80
(7) Jaws	80	60
(8) Hair	70	70
(9) Complexion	80	40
(10) Physique	60	40
(11) Temperament, 1st classification	60	80
(12) Temperament, 2d classification	75	70
	<hr/> 925	<hr/> 780

Dividing the above totals by twelve, it becomes apparent that force of character, expressed in percentages of Mr. X, equals 77.08 and of Miss Y equals 65.

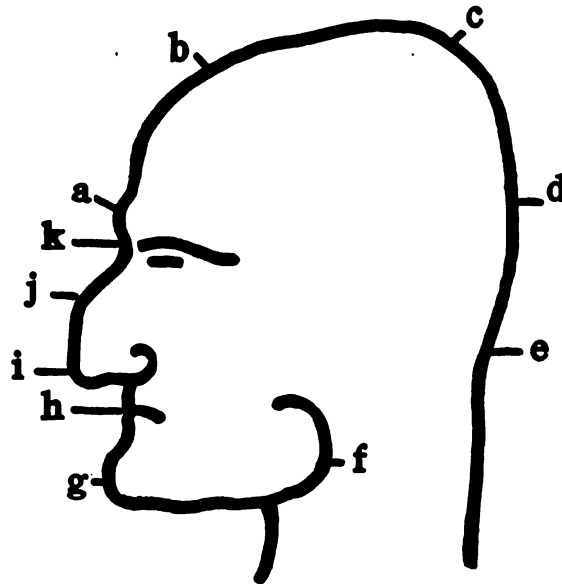
In charting character it will be found that totals, representing force of character, with females seldom aggregate more than 68 per cent, and when they exceed this, signs of masculinity are present. In the male sex when strength of character exceeds 80 per cent, excessive force is indicated. If force of character aggregates from 90 to 95 per cent, such a person would have to be

TOTAL
PERCENTAGES OF
MALES AND FEMALES,
REPRESENTING FORCE
OF CHARACTER

STUDENT'S COURSE IN CHARACTEROLOGY

placed under restraint, as he would brook no opposition and decision of character with him would develop into brute force. Force of character in the male sex should not fall below 70 per cent, and in the female sex below 60 per cent.

FORCE OF CHARACTER ILLUSTRATED



All Signs of Force

CHART Q

LATERAL VIEW SHOWING FORCE OF CHARACTER

ALL SIGNS OF FORCE (LATERAL VIEW)

The outline head (Chart Q) exhibits in combination all signs of force, *both of the masculine and feminine varieties*, which can possibly be illustrated in a profile drawing. They may be epitomized as follows:

- (a) Prominent antero-inferior district.
- (b) Depressed antero-superior district.
- (c) Prominent supero-posterior district.

- (d) Depressed postero-central district.
- (e) Prominent postero-inferior district.
- (f) Square angle to the lower jaw beneath the ear.
- (g) A prominent chin.
- (h) Tightly shut, and drooping lipless mouth.
- (i) Depressed tip to the nose.
- (j) Strong arch to the nose.
- (k) Depressed root to the nose.
- (l) Small, partially closed eyes.
- (m) Low eyebrows.

The author has not seen in life so strong a face as is shown in Chart Q, and if such exists it is but one in a million. Strength in excess as thus shown is, however, equivalent to weakness. It is needless to add that this profile illustrates sheer force regardless of intellect.

It will be observed that out of thirteen signs of force in this super-forceful profile, nine of them pertain to the male sex and but two (*g* and *h*) to the female, which accounts for the fact that the male face is ordinarily more forceful than the female. In a super-forceful front face all signs of force are of the masculine variety, except the tightly shut mouth and prominent chin; while in both front and side views all signs of refinement are feminine.

The signs of *force* in the front face are:

- (a) Broad forehead of medium height.
- (b) Heavy, low eyebrows.
- (c) Small eyes.
- (d) Large, broad nose with expanded nostrils.
- (e) Large, broad, tightly shut mouth, thin lips.
- (f) Square jaws.
- (g) Broad, prominent chin.
- (h) Thick, outstanding ears.
- (i) Sunken cheeks.
- (j) Short, thick neck.

OF THE THIRTEEN
SIGNS OF FORCE,
ELEVEN PERTAIN TO
THE MALE SEX AND
BUT TWO TO THE
FEMALE

SIGNS OF FORCE IN
THE FRONT FACE

**FIRMNESS VERSUS
STUBBORNNESS**

Firmness might be defined as rational stubbornness, stubbornness as irrational firmness. Firmness is based upon reason, stubbornness ignores it; the former will yield when yielding is wise, the latter is adamant. Stubbornness is a sign of narrow-mindedness and inability to comprehend more than one side of a proposition. A broad-minded person is just in his decisions and is ever ready to alter his views in accordance with evidence, while a man who cannot yield to the demands of justice is narrow-minded and possesses poor judgment.

**FORCEFUL OPINIONS
NOT INDICATIVE OF
MENTAL CAPACITY
UNLESS SUPPORTED
BY REASON**

The average individual is prone to regard the expression of forceful opinions as a sign of mental capacity, while in reality such is not the case except when they are based upon experience and supported by sound reasoning powers. Strongly worded views otherwise display wilfulness, unfairness and aggressiveness. There are those who are forceful but illogical in their arguments, while others are logical but not forceful. When logicity and force combine, success is assured.

**HOW FEATURES
ALTER THROUGH
LIFE**

FEATURES AND OLD AGE

Features undergo a continuous change through life, no individual being exactly the same as he was the year before, and the more time elapses the greater the alteration of the entire countenance, the difference being clearly shown by the comparison of photographs taken years apart such as in infancy, youth, middle age and old age. By the comparison of photographs with an interval of years between each, it can be seen which features have increased and which decreased, and it can then be inferred what traits have been active in the interim.

**EXCEEDINGLY LARGE
OR SMALL FEATURES
ALTER MORE THAN
THOSE OF AVERAGE
SIZE**

Features which in youth are *exceedingly* large or *especially* small alter more than do average sized features, and such variation is accompanied by and is in harmony with the ever slowly changing character of the individual. As a man grows older, he becomes more established in his ways and at the same time his strong

features become more pronounced, while his weak features continually grow weaker. The alteration of features of but average strength, however, is so slight that it can be observed only with difficulty and this accounts for the fact that people who possess average sized features grow old slowly. The change in the course of years of the entire face, nevertheless, is clearly evident in all people. As strong features become stronger and weak features weaker, the countenance becomes more emphatic, and an emphatic countenance like a rugged landscape is interesting. Aged people usually have smaller eyes and larger noses, mouths and ears than when young.

Prominent traits of character, owing to variety of occupation, such as holding a subordinate position in business, or to other influencing circumstances, are with some people suppressed throughout life, and consequently the features to which they refer slowly decrease in size; while if weak traits are actively exercised, *which is not usually the case*, they together with the features which refer to them grow stronger. There are individuals who, although comely in youth, become homely in old age as a result of the continuous unbridled display of objectionable traits, such as jealousy, stubbornness, aggressiveness and the like; while others improve in appearance, owing to assiduous cultivation of favorable traits and the simultaneous suppression of such as are objectionable.

When favorable traits are in the majority in youth, they are *generally cultivated*, so that in old age few, if any, of an unfavorable variety remain. If, on the other hand, unfavorable traits are in excess in youth, the character is liable to deteriorate steadily until in advanced years a wholly objectionable visage and personality result. Will power, however, can alter a downward trend if brought to bear in time.

**ALL FEATURES ALTER
IN THE COURSE OF
YEARS**

**PROMINENT TRAITS
SOMETIMES SUP-
PRESSED THROUGH
LIFE**

**FAVORABLE TRAITS
ARE GENERALLY
CULTIVATED, IF IN
THE MAJORITY IN
YOUTH, AND VICE
VERSA**

Plate 31
BOUNTILLES
A MATRICIDE



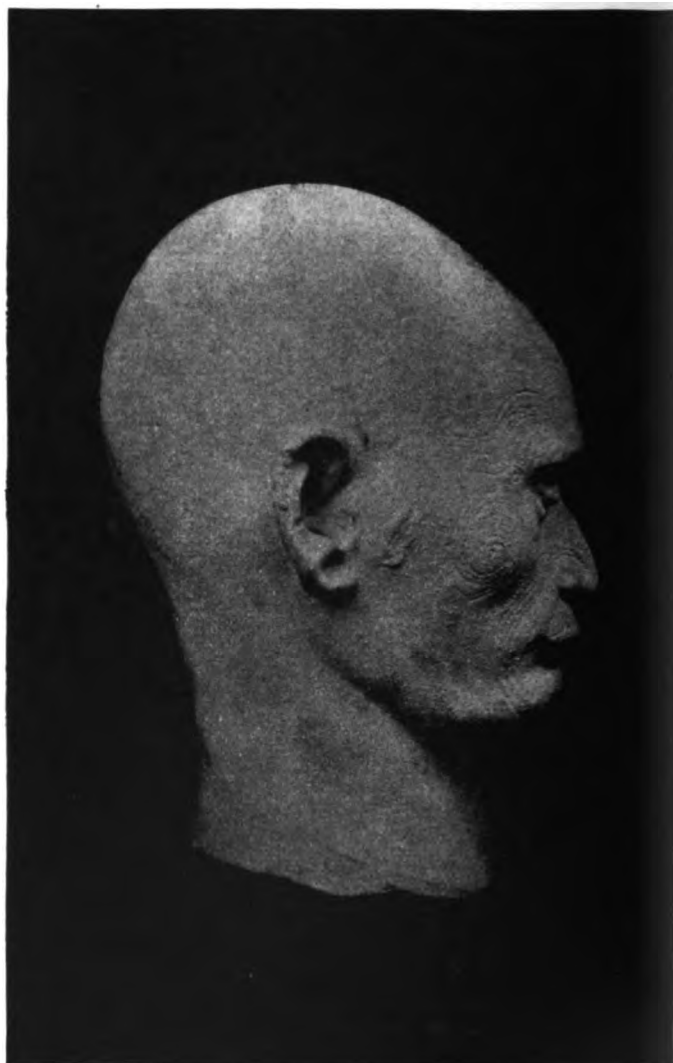
(LATERAL VIEW)

Character from Cast

The profile of a youth, which is exceptionally high in the antero-superior and markedly depressed in the postero-superior area, is here shown. An excellent memory, but a vacillating, uncertain character, can be inferred, the features being weak. This head is extreme and abnormal and the character was eccentric. Anything might be expected from a person with a brain as peculiar as this, and it is, therefore, not astonishing that he became a murderer.

The cast is from the collection in the Anatomical Museum of the University of Edinburgh.

Plate 32
NEW ZEALAND CHIEFTAIN



(LATERAL VIEW)

Conspicuous Features

1. Prominence of the postero-superior district.
2. Aquiline nose.

Character from Cast

The peculiar form of the cranium, which is extraordinarily prominent in the postero-superior district, is probably due to continual artificial pressure upon the skull in infancy, so that the conformation of the cranium is deformed, and does not, therefore, indicate character. The features otherwise manifest extreme conceit and unfeeling aggressiveness.



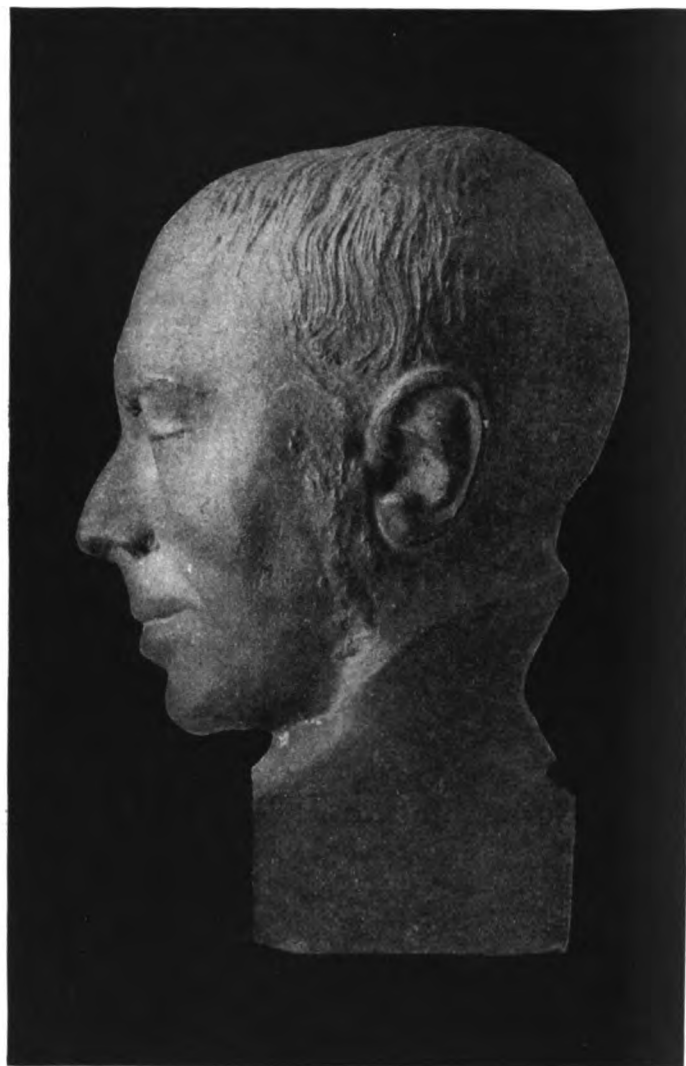
(ANTERIOR VIEW)

Conspicuous Feature

1. Sunken in the middle of the antero-superior district.

Character from Cast

The depression in the middle of the cranium is a deformity and does not represent character. This is a rare specimen, and is therefore interesting.



(LATERAL VIEW)

Conspicuous Features

1. Coronal region sunken.
2. Prominent postero-superior district.
3. Large mouth.
4. Large ears.
5. Optimistic-aquiline nose.

Character from Cast

Owing to low development of the antero-superior and coronal areas, it can be inferred that this man was not religious. The upward slope of the base of the nose signifies optimism and level confidence in regard to all undertakings. The arch to his nose gave him energy, force, and the desire to impose his will upon others.

TEST QUESTIONS ON LESSON XIII

(Before undertaking Lesson XIV, be sure you can answer, satisfactorily to yourself, the following Test Questions on Lesson XIII.)

1. *How do the features in combination influence character?*
2. *Give some of the indications of the lips in combination with other signs. Of the eyes.*
3. *What is the usual conception of beauty? Does beauty of face mean beauty of character?*
4. *Give some components of beauty, using the term in a general sense.*
5. *Name some of the antithetical manifestations of beauty.*
6. *What are the two classifications of beauty? Explain each.*
7. *What is the fundamental reason for reposing trust in those of regular features? Are regular features always dependable evidence of honesty?*
8. *When, only, are signs reliable as to honesty or integrity of character? What are some common indications of honesty and of dishonesty?*
9. *Give three characterological signs of honesty. What does the reverse of these indications suggest?*
10. *What indicates an evenly balanced mind? An ill-balanced mind? What is generally true of the human physical organism as to symmetry? How is incongruity of physical proportions explained?*

TEST QUESTIONS

11. *What do refined features usually indicate? Coarse features?*

12. *Is it possible for a man to build up his own character? By what methods?*

13. *What is the value of auto-suggestion in developing character? Illustrate ways in which a person may develop certain traits in himself.*

14. *Name three renowned individuals who possessed conspicuous features accompanied by marked traits of character. Give the special features of each and the traits.*

15. *With what is force of character synonymous? What is the analogy between appearance and character? What is the attitude of the world toward the man with extra forceful features? Toward the man with noticeably weak features?*

16. *Do individuals often possess more than one striking feature? What is indicated by more than three strong features? Are commanding features monopolized by the high-minded?*

17. *What is the most valuable of all capacities of the mind?*

18. *Give the cranial indications of strength of character. Of weakness. What are some of the featural indications of strength? Of weakness? What signs in the physique refer to strength? What to weakness? What temperament indicates strength? Weakness?*

19. *How is character illustrated in charts and expressed in percentages?*

20. *Give as many of the percentage values as you can, applying to variations of (1) cranium, (2) eyes, (3) nose, (4) mouth, (5) ears, (6) chin, (7) jaws, (8) hair, (9) complexion, (10) physique, (11 and 12) temperament.*

TEST QUESTIONS

21. *Give a sample charting of the comparative force of character of two individuals.*

22. *In charting character, what is the usual highest aggregate percentage with females? With males? What is the lowest percentage of force of character that should aggregate in the male sex? In the female?*

23. *Of the thirteen signs of force shown in Chart Q, how many pertain to the male sex? How many to the female?*

24. *What are some of the signs of force in the front face?*

25. *Explain the difference between firmness and stubbornness. Do features alter through life? What is true of exceedingly large or exceedingly small features? What is generally true of strong features? Of weak features?*

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Lesson XIV—Page 3

IN FIFTEEN LESSONS

LESSON XIV

THE GALLIAN SYSTEM OF PHRENOLOGY: ITS MERITS
AND DEMERITS—FACIAL AND CRANIAL INDICA-
TIONS OF LONGEVITY

"In that small world, the brain, each virtue claims
Her own fair mansion. Veneration there
Has found a temple; there Benevolence,
As in an ivory palace, holds her court,
High in front and prominent to greet
Stranger and friend with salutation kind,
And gracious welcome—there lodge all the powers
Percipient and reflective; those which lead
To question Nature; to arrange, compare,
And truth from truth elicit—those which dip
The Artist's pencil in the hues of heaven,
That build the dome, that shape and clothe
The marble block with God-like lineaments,
Or give sweet numbers to the poet's song,
With beauty, grandeur, imitative grace,
And eloquence Divine."—Drummond.

WHILE the author considers that phrenology as conceived by Gall and as developed by Spurzheim is defective, he is at the same time aware that objections have been made to it which are unjust. He will, therefore, first combat what he believes to be unfair criticism of the Gallian System, subsequently stating his own views.

(1) It has been wrongfully assumed by some writers that as science has proved that certain centers of the brain refer to muscular control of the eyes, mouth, arms, legs and various parts of the body, this disqualifies the phrenologists from claiming cerebral districts for the display of various groups of traits of character.

UNJUST OBJECTIONS
TO THE GALLIAN
SYSTEM COMBATTED

**FUNCTIONS OF THE
BRAIN REFER SIMUL-
TANEOUSLY TO
MUSCULAR CONTROL
AND TO CHARACTER**

**THE SLIGHT
VARIATIONS IN
THICKNESS OF THE
CRANIUM DO NOT
PRECLUDE INFERRING
THE SHAPE OF THE
BRAIN FROM EXTER-
NAL CONFIGURATION**

**THE PRESENCE OF A
PROMINENT SINUS
RIDGE HAS BEEN
PROVED INDICATIVE
OF CERTAIN TRAITS
OF CHARACTER**

The fact is that the functions of the brain are multiple and that different areas refer simultaneously to muscular control and to character.

(2) It is claimed by the opponents of phrenology that as the skull consists of two layers of bone, an internal and an external, and as the inner layer is not uniformly parallel with the outer, the shape of the brain within the cranium cannot be inferred from external conformation. The answer to this is that the difference in thickness between different portions of the cranium is not over one-eighth of an inch, which is so slight that it can be regarded as *negligible* since the variations in development of different districts of the brain upon which analytical conclusions are based occasionally amount to an inch or more; furthermore, so small a variation as one-eighth of an inch does not affect a reading to the slightest extent.

(3) In the anterior portion of the skull at the base of the forehead is the superciliary ridge (Plates 4, 6, 12, 16, and 30), within which the two tables of the cranium are separated, forming the "frontal sinuses," and it is urged that as these cavities vary in size with different individuals it is impossible to ascertain the shape of the brain beneath.

In so far as only about one twenty-fourth of the cranial surface is thus affected, and as marked prominence in this area renders the existence of well developed sinuses evident, it is simple for a delineator to make allowance for them. The presence of a prominent sinus ridge, however, has been found by observation and comparison to be indicative of certain distinct traits of character quite as clearly as is a prominent nose, ear, chin, or other feature. The size of the nose does not suggest the size of any part of the brain, but nevertheless, according to its size and proportions, it implies specific traits of character, and in the same way the superciliary (or sinus) ridge, according to its development, evidences particular characteristics.

A prominent sinus ridge is likely produced by super-forceful speaking, and consequently by super-forceful breathing by those who possess commanding dispositions just as is the case with the development of a prominent arch to the nose which results from forceful breathing. Air is constantly forced into the dividing space between the frontal tables of the skull *from infancy upward*, thus creating hollow air spaces above the root of the nose whereby the frontal sinuses are formed. This is a tentative suggestion.

(4) It is objected that dissection will not show divisions existing between different districts of the brain. This is true; such divisions are not ascertainable by dissection, owing to the fact that cerebral areas are not sharply defined but blend into each other. When this blending process is understood, however, the objection fails. Observation and comparison afford abundant proof that different portions of the brain signify different traits of character, or, to be more exact, *groups of traits*, although it is impossible either by the scalpel or microscope to discover boundaries between them.

(5) It has been held that if the faculties are in duplicate on the two sides of the brain, mental operations would be double and the brain could not work harmoniously.

This objection is trivial. Are there not two halves to the heart, and have we not two lungs to breathe with, two ears to hear with, two eyes to see with, and two arms to work with? In fact, throughout the entire physical organism duplication is the rule rather than the exception, and no confusion is thus caused. Why, then, should twin mental faculties be an exception?

(6) It has been observed that when certain portions of the brain have been injured, the traits or faculties to which they refer have occasionally remained practically unimpaired, and, therefore, it is asserted the tenets of phrenology cannot be sound.

**ALTHOUGH THE
CHARACTEROLOGICAL
DISTRICTS OF THE
BRAIN ARE NOT
ASCERTAINABLE BY
DISSECTION, PROOF
EXISTS THAT DIF-
FERENT PORTIONS
SIGNIFY DIFFERENT
TRAITS**

**TWIN MENTAL
FACULTIES IN
HARMONY WITH
THE DUAL PHYSICAL
MAKEUP OF THE
BODY**

INJURY TO ANY
PORTION OF THE
BRAIN THROWS THE
WORK OF THE IN-
JURED DISTRICT ONTO
THE UNINJURED TWIN
DISTRICT OF THE
SOUND SIDE

"SIZE" OF BRAIN
EXPRESSES "QUANTITY"
ONLY, AND IS BUT
ONE ELEMENT OF
SEVERAL, IN ESTI-
MATING MENTALITY

KNOWLEDGE OF THE
PHYSICAL ANATOMY
OF THE BRAIN NOT
ESSENTIAL TO UNDER-
STANDING ITS MEN-
TAL CAPACITIES

There is no difficulty here, for in case of accident to a district on one side of the brain, the uninjured twin district on the sound side performs the work previously allotted in common to both, just as one arm does the work of both when the other has been injured or amputated. It is certain, however, that if corresponding areas on the two sides of the brain were *simultaneously* damaged or destroyed, serious mental disturbance or total loss of certain functions would ensue.

(7) It has been stated that since some brains are large but not brilliant while others are small and clever, mentality cannot be estimated from the size of the cranium.

The answer to this is that "size" expresses "quantity" of brain matter only, which is but one element out of several to be considered in estimating mentality, for quality, activity and proportions of districts and temperament are also to be taken into consideration in such conclusions.

(8) It has been claimed that few phrenologists have made a scientific study of the brain, while some may never have seen a human brain. This objection has been answered by an authority who says:

"When persons seek the service of the phrenologist, it is not to be instructed in the anatomy of the brain. Its structure and functions do not interest them. It is not of the internal structure of their heads that they wish to know, but of their mental qualifications, and it is quite possible for one to be able to estimate correctly the volume of the brain and to interpret its features without making a study of its mazy interior. Instances are not wanting where persons are able to tell a clock without understanding its works; nor are they less capacitated for this from not having seen the works of a clock. The successful practice of phrenology does not depend upon a knowledge of either anatomy or physiology."*

*A. L. Vago, "Phrenology Vindicated," page 9.

(9) It has been asserted that as encephalic centers act conjointly as well as singly, accurate conclusions as to their individual purposes are impossible. Human beings act conjointly as well as singly, but their individual purposes are none the less clear on that account.

(10) It has been stated that the principles of character analysis are so extraordinary that they are incredible.

It can equally truly be said that everything which is new is incredible until understood, after which the public changes its attitude and wonders that any sane person could have doubted such self-evident truths.

Among the reasons for non-acceptance of phrenology, Spurzheim mentions the following:

- (1) The religious aspect men have for ancient opinions and their aversion to such as are new.
- (2) The ease of maintaining accredited opinions.
- (3) The inability of the public to reason for itself.
- (4) Jealousy and falsification of opponents.

Spurzheim's arguments for the non-acceptance of *Gallian phrenology* were true, but they are of minor importance, for there are other objections which are *incontrovertible and conclusive* as enumerated below.

GALLIAN PRINCIPLES

Briefly stated, the teachings of Gall were as follows:

- (1) The mind, which includes instincts, sentiments, aptitudes and reason, is made manifest by the brain.
- (2) The mind is not single but complex in its faculties and in its action.
- (3) The brain exhibits a different organ for each faculty, the number of organs and faculties being the same.
- (4) Through the medium of these cerebral organs the mind performs its functions.

INDIVIDUAL PURPOSES OF THE ENCEPHALIC CENTERS ARE AS CLEARLY UNDERSTANDABLE AS INDIVIDUAL ACTIONS OF HUMAN BEINGS

LIKE ALL NEW TRUTHS, PRINCIPLES OF CHARACTER ANALYSIS ARE INCREDIBLE UNTIL UNDERSTOOD

REASONS FOR NON-ACCEPTANCE OF PHRENOLOGY

PRINCIPLES OF THE GALLIAN SYSTEM

(5) The power of the mental faculties depends upon the size, quality, and structure of the different organs.

(6) The relative sizes of the convolutions and strength of the mental faculties are ascertainable during life, as they are in proportion to and correspond with the external conformation of the skull.

**AUTHOR'S CRITICISM
OF GALLIAN
PRINCIPLES OF
PHRENOLOGY**

**GALL FAILED TO
LOCATE MEMORY
AND REASON**

**GALL'S TERM "ORGAN"
NOT SO SATISFAC-
TORY AS "DISTRICT,"
"REGION" "CENTER,"
OR "AREA"**

**FACULTIES CANNOT
BE LOCATED
INDIVIDUALLY AS
ATTEMPTED BY GALL,
BUT MUST BE
GROUPED**

AUTHOR'S CRITICISM

The author regards the following as legitimate objections to the principles of phrenology as expressed by Gall and his school:

(1) Among the mental qualifications Gall failed to locate memory and reason, stating that these attributes pertain to every organ and hence to the entire brain. This is partially true, but it is not the case in a practical sense as certain portions of the brain are primarily of the memorizing variety while others are largely devoted to reason.

(2) Referring to Gall's Principles Nos. 3 and 4, the term "organ" is unsatisfactory; furthermore, many of the so-called organs are poorly named and others are wrongly located, while some do not exist except in the imagination. Such terms as "district," "region," "center," and "area" are more appropriate for designating different portions of the brain, and these have been adopted by the author in his system.

(3) There are no individual terms (see Principle 3) with which to designate *the entire list* of mental faculties so as to include *man's complete mentality*, for all terms referring to traits which are of only a slightly different meaning, *in a sense*, refer to different faculties. Faculties and organs therefore which are only slightly different one from another cannot phrenologically be located, as they would be vastly too numerous, but *groups of allied faculties* (or traits), as in Characterology, can be located.

(4) With regard to Principle No. 6, the outlines and boundaries of the "organs" of the Gallian system are difficult to substantiate, owing to minute subdivision; furthermore, the strength of the faculties except in a potential sense cannot be decided solely from the conformation of the cranium *as the features and temperaments are of equal importance* and must be simultaneously considered in such decisions.

(5) Since the introduction of the science of phrenology by Gall, numerous so-called "organs" have been added until at the present day there are forty-two supposed to be established, and it is a matter of much difficulty for students to fix in their minds the exact proportions, outlines and locations of so many small centers scattered here and there over the surface of the cranium without any satisfactory system of arrangement.

(6) The titles of the phrenological organs of the Gallian System form a strange vocabulary, difficult to remember and requiring much time to comprehend. Polysyllabic terms, such as philoprogenitiveness, alimenteriness, individuality, vitativeness, gregariousness, and the like, are a hindrance rather than an assistance to a science which should be simply worded and clearly stated in order to be of practical utility.

(7) A distracting element in Gallian phrenology is the perversion of terms from their accepted meanings so that an unusual significance is imparted to them. Thus, "human nature" (a title of one of the phrenological organs) as understood generally and as defined by Webster is "*that which is characteristic of a man as a human type,*" so that one would naturally suppose that a person who was conspicuous in the organ of "human nature" possessed a disposition which was essentially human; but the early phrenological writers twisted its meaning and defined this faculty as referring to "*intuition, or the understanding of the nature of other*

OUTLINES AND
BOUNDARIES OF THE
GALLIAN "ORGANS"
ARE DIFFICULT TO
SUBSTANTIATE

THE SO-CALLED
"ORGANS" OF
PHRENOLOGY ARE
TOO NUMEROUS FOR
PRACTICAL PURPOSES

GALLIAN TERMS
DIFFICULT TO
COMPREHEND OR
REMEMBER

ORDINARY TERMS
PERVERTED IN
MEANING IN
GALLIAN SYSTEM

PHRENOLOGY DOES
NOT ADMIT THE
FACT THAT SIGNS
ARE FREQUENTLY
CONTRADICTORY

human beings." Again, if an individual was conspicuous in the organ of "sublimity" one would suppose such a person would be high-minded or sublime in character, but this term was twisted to mean "*the appreciation of the sublime.*" On this principle, why should not "combateness" be defined as *the appreciation of those who are combative* and "secretiveness" as *the appreciation of those who are secretive?*

"Individuality" ordinarily implies *the possession of strongly marked individual characteristics*, but the Gallian phrenologists twisted the significance and defined this organ as meaning "*to individualize.*"

(8) The signs in the features and of the cranium are frequently found to be contradictory, *which crucial fact no system of physiognomy or phrenology has hitherto admitted, discussed or explained*; for the physiognomists and phrenologists have each assumed that the indications of their own systems were definite and absolute in themselves. When physiognomical and phrenological indications are thus at variance, they should be weighed against each other, sign for sign, to decide which trait is most conspicuous in the character; if contrary signs are equally numerous and emphatic the character is balanced. *These principles, although indispensable to an analyst, have not heretofore been enunciated.*

An experience of the author's, and this is only one of many, affords an illustration of this. He was reading the character of a gentleman in London who had the phrenological signs of "time" and "tune" strongly marked and who had been repeatedly informed by phrenologists that he was exceedingly musical. The author told him that while phrenological indications were in favor of music, physiognomical signs were so strongly opposed that it was not likely that he cared for music and that he certainly was not musical. This reading was confirmed by the subject, and he further

stated that he actually disliked music. In this case, without considering physiognomical in conjunction with phrenological signs and weighing their values against each other, a serious analytical error would have been repeated.

The author's objections to phrenology as established by Gall and Spurzheim may be epitomized thus:

- (1) Its polysyllabic phraseology.
- (2) The unsatisfactory use of the term "organ."
- (3) The incorrect naming of organs.
- (4) The incorrect location of organs.
- (5) The locating of organs which are imaginary.
- (6) The elaborate subdivision of the cranium.
- (7) The twisting of the meanings of terms as applied to the organs.
- (8) The dissociation of phrenology from physiognomy.
- (9) The slight consideration accorded pathognomical indications.
- (10) The paucity of rules embracing the science.
- (11) The failure to designate the areas of the brain to which the faculties of memory and reason belong.
- (12) The extreme limitations of the science which resulted in readings being inaccurate and incomplete.
- (13) A science which requires the manipulation of the cranium by the hands, as is the case with Gallian Phrenology, is impracticable and was doomed to failure at its inception, since a delineator cannot handle the heads of more than one per cent of the individuals whom he wishes to diagnose; furthermore, it is a disagreeable process for both analyst and subject. In analyzing by manipulation a reading can only be made with the consent of the subject; while *by Characterology without manipulation, one can diagnose the character of any and all strangers on sight, without their knowledge.*

**AUTHOR'S OBJEC-
TIONS TO GALLIAN
SYSTEM EPITOMIZED**

**PHRENOLOGICAL
ANALYSIS REQUIRES
MANIPULATION OF
THE CRANIUM BY
HAND. CHARACTER-
OLOGY DIAGNOSES
WITHOUT MANIPU-
LATION**

Undoubtedly the unnecessarily elaborate exposition of Gall's doctrines as exemplified in his writings, interfered with the development of his system, for but few readers have the patience to review six volumes aggregating some two thousand pages of closely printed text in regard to a subject, the principles of which could have been amply elucidated in one hundred pages, and a similar criticism applies to Lavater's unabridged physiognomy.

Spurzheim, Combe, Vimont and Bruyeres followed Gall's example in writing too much instead of enough, being unmindful, apparently, that an error of this kind tends to confuse rather than elucidate problems which are sufficiently complicated by the nature of things.

Owing to the above shortcomings, the conclusion is forced upon us that the old phrenological system is and ever has been unscientific, impractical and unreliable.

**MOST WORKS ON
PHRENOLOGY CON-
TAIN STATEMENTS
INSUFFICIENTLY
WEIGHED AND
TESTED**

The fault with most books which have been published during the past century, *not only upon phrenology but physiognomy as well*, is that statements made have not been sufficiently critically weighed and tested before being given to the public, and serious errors have thus developed which have been repeated by subsequent writers and perpetuated.

Briefly stated, the objection to the majority of works upon the science of character analysis is that they have been ordinary while the subject is extraordinary.

**THE SIGNS OF
CHARACTER ARE
ASSOCIATED WITH
THOSE OF LONGEVITY
AND DURATION OF
LIFE CAN BE REASON-
ABLY ACCURATELY
INFERRED FROM THE
FEATURES AND CO-
ORDINATING SIGNS**

FACIAL AND CRANIAL INDICATIONS OF LONGEVITY

As the signs of character and longevity *are associated*, a knowledge of the one renders acquaintance with the other desirable.

In facial diagnosis every feature tells its story regarding health and, therefore, concerning length of life, and this makes it possible to classify features according to their types as presaging short, medium or long life. From the accumulated evidence furnished by the features,

cranium, physique, and temperaments, duration of life can be reasonably accurately inferred.

MATTERS TO BE CONSIDERED

In calculating length of life, the following factors are to be considered:

- | | |
|----------------------|-------------------|
| (1) Eyes. | (6) Hair. |
| (2) Nose. | (7) Cranium. |
| (3) Mouth and teeth. | (8) Complexion. |
| (4) Ears. | (9) Physique. |
| (5) Neck. | (10) Temperament. |

(1) *Eyes:* In Northern climates blue eyes and those of a medium color, as well as all blond signs (this does not include albinos), indicate long life, as they refer to hardy Northern ancestry. Black or dark brown eyes, although not unfavorable to long life in the South, are, in the changeable and colder climate of the North, frequently associated with near-sightedness and pulmonary disorders, and hence are not indicative of longevity.

Eyes of average size and color denote good sight, a balanced character and absence of extremes in temperament, and hence favor long life.

Large, protruding eyes suggest impulsiveness, poor judgment, and a delicate constitution, and are therefore against longevity. Brilliant, sparkling eyes are associated with nervousness, high mentality of the memorizing variety, and a tendency to pulmonary disorders, and are therefore contrary to longevity.

(2) *Nose:* In Northern countries those who attain old age usually have large, strong noses and broad, expanded nostrils, for such are necessary to supply abundant ventilation to the lungs; while thin, pinched, pointed or concave noses, with compressed nostrils, denote poor breathing capacity, insufficient æration of the lungs, and consequently a tendency to phthisis. The extremely broad, short, open nostrils of the negro, although favor-

INDICATIONS OF THE EYES WITH RELATION TO LENGTH OF LIFE

LONGEVITY INDICA- TIONS OF THE NOSE

**THE MOUTH
AND TEETH**

able to longevity in tropical countries, are contrary to long life in Northern climates, and this is so for the reason that they give too great æration to the lungs, which by heredity are not accustomed to the raw, cold atmosphere of the North.

(3) *Mouth and Teeth:* A large mouth with firm, sound teeth which meet squarely, denotes a good digestive system and therefore long life.

**THE EARS AND
THEIR MEANINGS**

(4) *Ears:* Large and thin ears presuppose acute hearing capacity, which favors longevity; they also imply caution, and cautious people live long.

**THE NECK A
SIGNIFICANT
INDICATOR OF
DURATION OF LIFE**

(5) *Neck:* Physical strength can be estimated by the thickness or thinness, and length or shortness, of the neck relatively to the head and body. The neck, to denote long life, should be of average length and breadth; an abnormally thick, short neck, which is composed largely of adipose tissue, shows apoplectic tendencies and is therefore unfavorable to longevity. A long, slender neck, which accompanies under-development of the cerebellum, shows deficient stamina, a delicate constitution, and medium or short life.

An erect carriage of the head and neck allows the lungs to expand, which owing to the admission of an abundance of fresh air purifies the blood; while if the head is held forward, the chest becomes contracted, æration of the lungs is hindered, and tuberculosis is invited.

(6) *Hair:* Strong, glossy hair is associated with a vigorous constitution and signifies long life.

**EVIDENCES OF
THE HAIR
AS TO LONGEVITY**

Fine hair evidences refinement, cultivation and delicate health, and therefore is unfavorable to longevity; this is especially the case if it is not only fine but long. It is not the length of the hair but its strength and density which refers to abundant animality and predicates health and long life. Extra long hair saps vitality.

Baldness is a sign of short life as it presupposes a sedentary life on the part of a subject, or the ancestors

from whom he inherits, and therefore implies deficient stamina and animality.

(7) *Cranium*: The cranial districts, according to their relative development, stand for strength or weakness of different groups of traits, information being thus imparted in regard to memory, reason, insight, energy, initiative, perseverance, caution and other traits, upon the activity or inactivity of which success in life as well as longevity depends (see Cranial Districts, Lesson VIII).

THE CRANIUM AND LONGEVITY

(8) *Complexion*: A clear and healthy complexion implies good circulation of the blood, a sound heart, activity of the liver and other organs, and hence longevity; while a sallow skin suggests a torpid liver and poor circulation, and is, therefore, unfavorable to long life.

THE COMPLEXION IS OF SIGNIFICANCE

A hectic flush betokens phthisis, although a somewhat florid coloring, which is uniformly distributed and not excessive, is not unfavorable to long life. If the lips are of a medium red, not too pronounced in color and neither pale nor anemic, good circulation may be assumed, while bluish lips are associated with a weak heart.

Brunets, *being indigenous to the South*, live longer in Southern climates; while blonds, *being descended from Northern ancestry*, live longer in the North.

(9) *Physique*: Physical proportions including the size and strength of the body and limbs should be noted, as a strong physique bespeaks energy and vitality and a weak one the reverse. When a man is deficient in muscular strength, is over-trained, exceedingly tall, too stout or too thin, chances of longevity are reduced. A long, thin body and slender limbs evidence deficient stamina and are contrary to longevity. Narrow shoulders and a contracted chest are also negative indications.

STRENGTH OR DEFICIENCY OF PHYSIQUE

The condition of the hands is to be considered. They should be neither damp nor dry. Moist hands show that the system is over-supplied with liquids, or that the

THE CONDITION OF THE HANDS

**LONGEVITY
INDICATED BY
THE TEMPERAMENT**

physical system is depleted; while if they are hot and dry, a feverish condition, accompanied by inactivity of the glandular system, can be assumed.

(10) *Temperament*: The *choleric* temperament can be inferred from the floridity of the complexion, from the color of the hair, whether it is reddish, sandy or deep yellow, by the presence of conspicuous veins in the forehead, temples or throat, and by prominent pointed eye teeth, all of which signs suggest excitability and therefore decrease longevity. The phlegmatic temperament is shown by brunet coloring and by serenity of disposition, which, if not too pronounced and not the result of a torpid liver, favor length of life on the principle that those who live slowly live long. The phlegmatic temperament in excess, however, is contrary to longevity. The *vital* temperament if accompanied by a super-abundance of flesh is contrary to longevity. The memorial temperament, if associated with a strong physique, favors longevity.

The *motive* temperament, as it refers to physical exertion, implies long life. A *balance of the temperaments* is *ordinarily* desirable, for when one temperament is excessive and another is deficient, *extreme traits* are indicated, which may or may not be favorable to long life. (See Lesson III, the Temperament.)

HOW TO CALCULATE LENGTH OF LIFE

(Author's System)

In estimating longevity, marks ranging from 1 to 10 should be assigned to each feature according to its respective value as referring to short, medium or long life (see lists charted below), ten points representing extreme probability of long life *as far as any individual feature is concerned*, and one hundred points being the greatest total that can be assigned to the features of an individual *in the aggregate* when they are all markedly favorable to long life. After each of the features has been analyzed and valued separately, the sum total of the points assigned to them all will represent *the probable duration of life* that can be expected by a person provided neither accidents nor established or contagious diseases supervene.

From five to ten points should be added or subtracted from the totals thus obtained according to whether the subject's habits are favorable or the reverse, particular attention being paid to *over-indulgence* in alcohol, tobacco, tea, coffee, or narcotics, to deficient exercise, over-eating, over-work and also to lack of fresh air or out-of-door life, or to insufficient sleep. For the sake of accuracy in the estimation of longevity, information regarding personal habits should be imparted to a delineator by the subject.

If habits are somewhat unfavorable, five, and if especially so, ten points should be deducted; while if they are favorable, five, and if particularly favorable, ten points should be added.

Idleness, lethargy, and apathy refer to deficient ambition and therefore tend toward abbreviation of life. Lack of sufficient employment to occupy the mind is one of the most fruitful causes of short life. When mental and physical activity cease, the mind turns inward upon itself and concentrates upon all manner of troubles, real

**ESTIMATING
LONGEVITY****INDULGENCE OR
ABSTINENCE IN THE
USE OF STIMULANTS
OR NARCOTICS****LETHARGY, APATHY,
AND KINDRED TRAITS
TEND TO ABBREVIATION OF LIFE**

**ORGANIC DISEASE
NULLIFIES VALUE
OF THE SYSTEM
IN ESTIMATING
LONGEVITY**

or imaginary, mostly of the latter variety, and this is the precursor of dissolution.

If heart disease, consumption, cancer, diabetes, apoplexy, or other serious maladies are known to exist, so that length of life is clearly uncertain, this, like every system for estimating longevity, is of slight value, as short life is then a foregone conclusion. The maximum duration of life allowed by the author's system is one hundred years, which, although extremely rare *under ordinary conditions*, would not be so if the habits of a subject were *exceptionally good*, his constitution *sound* and his *health had been properly conserved*.

CHART SHOWING SIGNS OF LONGEVITY

By the examination and comparison of the features of the aged, and of a great number of photographs of centenarians, the author has ascertained that the following signs, as entered in parallel columns, refer respectively to long and short life:*

**SIGNS OF LONGEVITY
CHARTED**

	Long Life	Short Life
(1) <i>Cranium:</i>	Medium size and symmetrical.	<i>Extra</i> large, <i>particularly</i> small or unsymmetrical.
(2) <i>Eyes:</i>	Medium size, not protruding.	Large, protruding, watery.
(3) <i>Nose:</i>	Large, arched, broad, expanded nostrils.	Small, concave, narrow, short; contracted nostrils.
(4) <i>Mouth and Teeth:</i>	Mouth large and lips of healthy color. Teeth large, hard and sound, meeting squarely.	Mouth small and narrow. Pale lips. Teeth small, soft or decayed, not meeting squarely.
(5) <i>Ears:</i>	Large, prominent, symmetrical.	Small, crushed, shapeless, lobeless.

* Signs of longevity as shown in the features, cranium, complexion and physique have not been enumerated by former writers.

INDICATIONS OF LONGEVITY

Lesson XIV—Page 19

	Long Life (Continued)	Short Life (Continued)
(6) <i>Neck:</i>	Medium in length and breadth and sinewy.	Long and thin or thick and fleshy.
(7) <i>Hair:</i>	Abundant, short and coarse.	Thin, long, fine, or head bald.
(8) <i>Complexion:</i>	Medium, healthy.	Yellow, sallow, pale or florid.
(9) <i>Physique:</i>	Medium in height and weight.	Extra tall, slender, or over-stout.
(10) <i>Temperaments:</i>	Balanced.	Extreme.

SIGNS OF LONGEVITY —(CONTINUED)

DURATION OF LIFE ILLUSTRATED

ALL SIGNS MUST BE CONSIDERED, IN ESTIMATING LENGTH OF LIFE, PRECISELY AS IN ESTIMATING CHARACTER

ILLUSTRATION OF METHOD OF ESTIMATING DURATION OF LIFE

One must not commit the error of interpreting a single indication of long life, nor even two or more such signs, as assuring long or short life, as there are many indications both favorable and unfavorable, as shown by the foregoing list, to be considered, precisely as is the case in analyzing character, and none should be omitted or the result will be worthless. The values of the various signs for and against long life, *when of equal strength*, are practically equal.

The following illustrates the method to be pursued in estimating length of life, according to the author's system. Mr. X. has features to which have been given points, *as enumerated below*, the number entered opposite each feature representing the number of *years* allotted to that feature alone, ten being the maximum number of points which can be assigned any one feature. The estimated length of life of Mr. X. is tabulated thus:

	<i>Points</i>
(1) Cranium	10
(2) Eyes	10
(3) Nose	8
(4) Mouth and teeth	7
(5) Neck	9
(6) Ears	10
(7) Hair	5
(8) Complexion	7
(9) Physique	8
(10) Temperament	3
	<hr/> 77
Add for good habits	5
	<hr/> 82

Practice is necessary in order to assess length of life with reasonable accuracy, and this can be obtained by

estimating the longevity of deceased individuals from photographs and noting if results harmonize with facts? Portraits of both front and side views should be considered. Calculating from photographs, however, is not so satisfactory as from life. In order to eliminate errors, estimates on the above plan should be revised several times. The percentages arrived at by two or more experts figuring on the same life, if averaged, will produce a more nearly accurate result than when one estimate only is obtainable.*

ESTIMATION OF ONE'S OWN LIFE

A person's forecast of his own life, according to this system, is likely to be biased somewhat in accordance with his mentality. If he is *an optimist*, he will expect a longer life than the system conscientiously applied would show; while if he is *a pessimist* his anticipations in regard to longevity would be less than the system accurately applied would demonstrate. In estimating one's own length of life, therefore, *strict impartiality* must be observed.

**A PERSON CAN
ESTIMATE HIS OWN
LIFE IF STRICTLY
IMPARTIAL IN
INTERPRETING SIGNS**

METHODS OF LIFE INSURANCE COMPANIES

This system of determining length of life should be of value to insurance companies as well as to individuals who are contemplating insurance. With the former it can be used to confirm estimates of longevity based on the methods of investigation employed by them; while with the latter it will be of assistance in deciding if insurance is advisable and as to the degree of risk which is assumed by not insuring.

Insurance companies infer probable duration of life from pathological and physical examinations and from

**VALUE OF THIS SYS-
TEM TO INSURANCE
COMPANIES AND
TO INDIVIDUALS**

*The length of life of man has increased as his intelligence has increased and hence all signs of intelligence, which mean signs of reason, purport long life.

**CHARACTEROLOGICAL
CALCULATIONS
INDICATE REASON-
ABLE EXPECTATION
OF LIFE, BARRING
ACCIDENT OR DISEASE**

statistics, but by this system, which is a *highly specialized* variety of external physical examination, there are a large number of indications upon which to establish probabilities, and with practice, likelihood of error should not be greater than under the system customarily employed by the insurance companies.

Calculations based on this plan will reveal, not how long a man *will live*, but how long he is *reasonably likely to live, barring accidents and established or contagious diseases*, but it may be observed here that *all systems of estimating length of life fail in a percentage of cases*.

ERRORS BALANCE ONE ANOTHER

Mistakes with regard to the precise number of points which should be given to individual features will occur to the extent of a point or two in one direction or the other, but as there are many features from which to draw conclusions, an error in favor of longevity will ordinarily balance against a contrary error, and the final result will be an approximately correct estimate of duration of life.

OCCUPATION AND LONGEVITY

**HABITS OF LIFE
AS AFFECTING
LONGEVITY**

Generally speaking, those who possess circumspection and forethought live long, for they avoid dangers and conserve their powers, while those who are lacking in discretion are proportionately short-lived. There is a prevailing opinion that longevity depends upon habits and diet, such as abundant exercise and fresh air, the avoidance of coffee, tea, tobacco, stimulants and the like; this is true, to a certain extent, but length of life depends *primarily upon strength of physique and soundness of the vital organs, the heart, lungs, liver, kidneys, stomach, etc.*, the lasting qualities of which can be inferred by observation of the shape, size and proportions of the features and cranium, and the clearness of the complexion. Strong vital organs combined with conservative habits presage longevity.

INDICATIONS OF LONGEVITY

Lesson XIV—Page 23

Signs of force of character are signs of long life, and this is so for the reason that strong features indicate strong vital organs and refer to health, vitality and a vigorous constitution (see Lesson XIII).

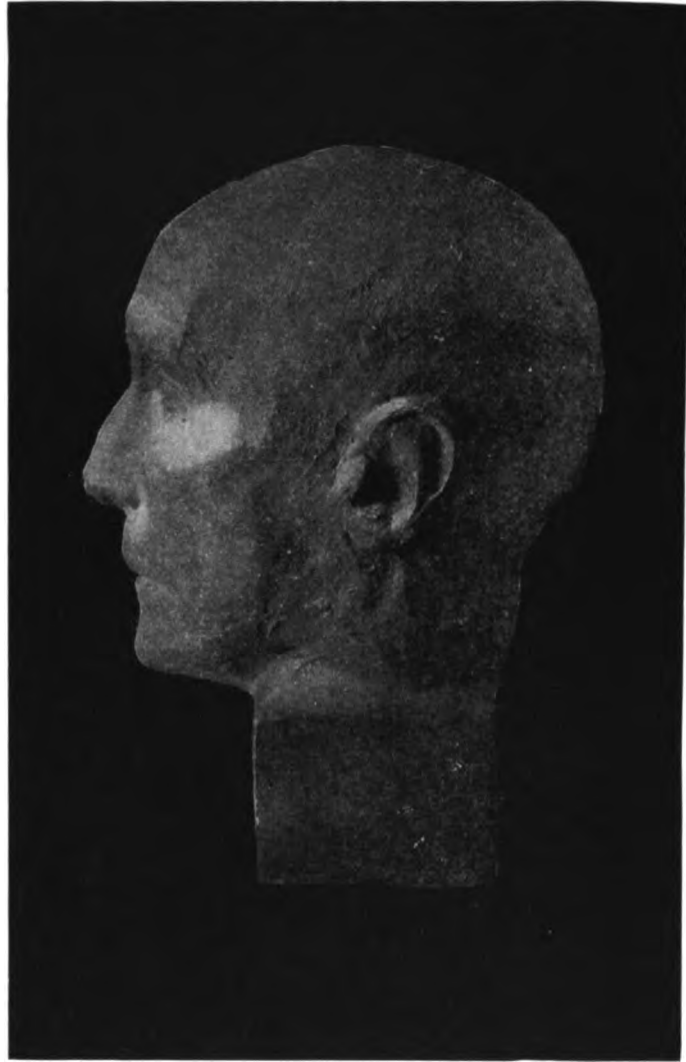
**SIGNS OF FORCE OF
CHARACTER ARE
SIGNS OF LENGTH
OF LIFE**

EFFECT OF DISPOSITION UPON LONGEVITY

In estimating length of life, it must be observed that if a person possesses an ultra element of unkindness, grasping tendencies, severity, extreme obstinacy, uncharitableness, temper and the like, he creates a mental atmosphere which will not only lower his own prospects of longevity but will to a certain extent permeate an entire household, and injuriously affect brothers, sisters, parents and servants alike, thus causing all manner of disturbances, sorrows, pains and sickness, even to the extent of seriously abbreviating the length of life of immediate members of his family.

**DISPOSITION AS
AFFECTING
LONGEVITY**

Plate 35
HERBERT DUZARD



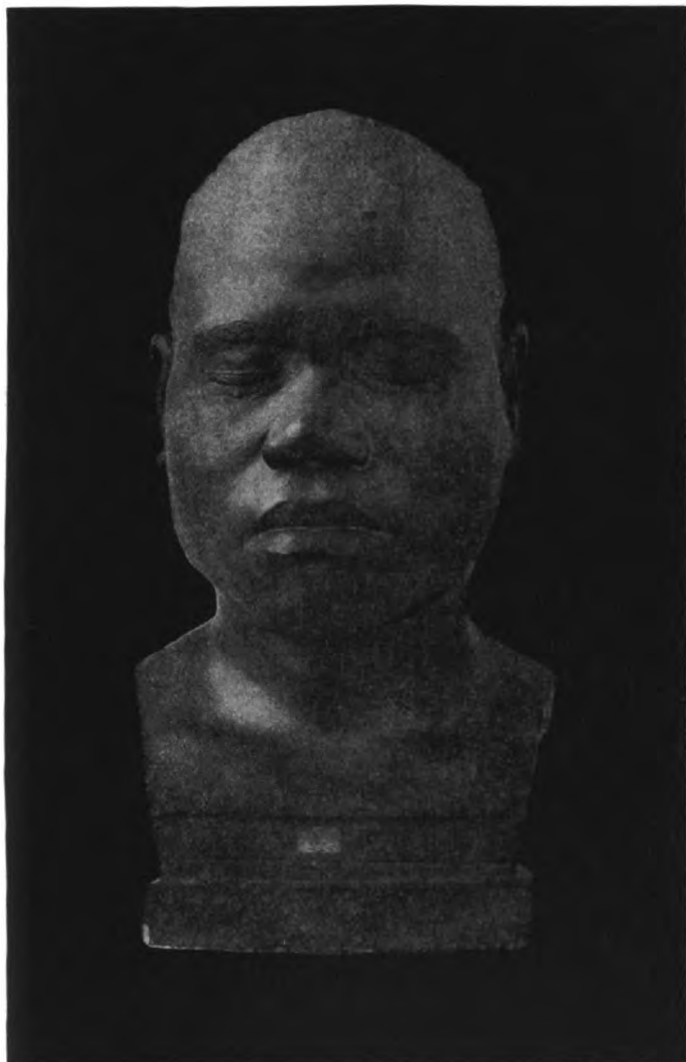
(LATERAL VIEW)

Conspicuous Features

1. Prominent coronal region.
2. Aquiline nose.
3. Prominent chin.

Character from Cast

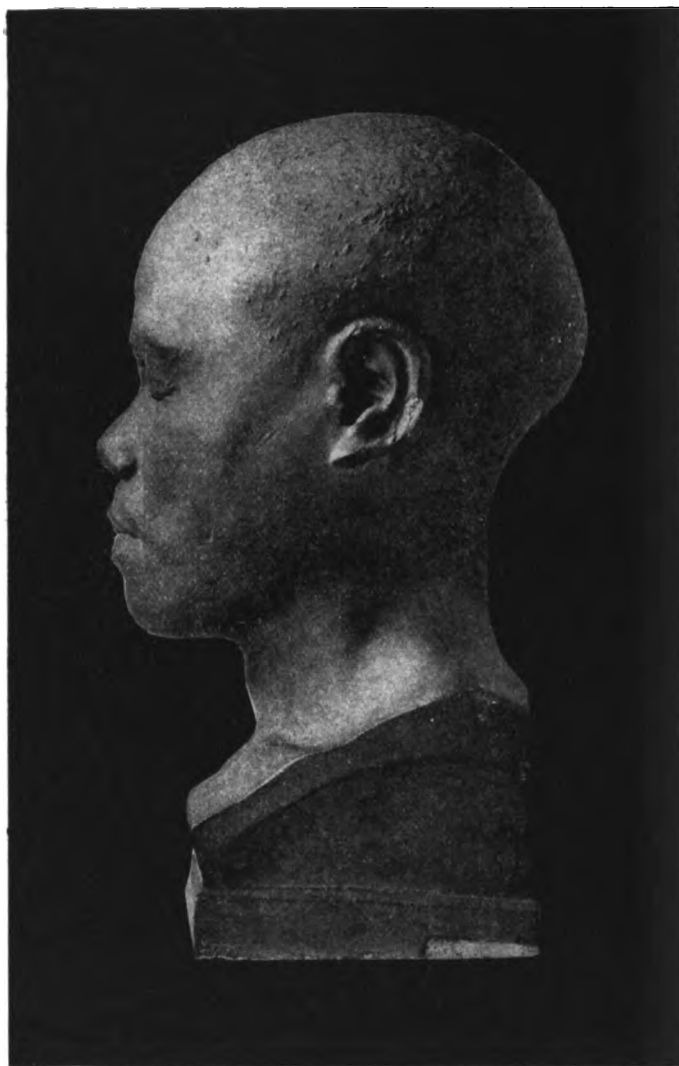
The prominence of the coronal area indicates religious tendencies. The arched nose and prominent chin signify energy and wilfulness. The features otherwise are unimportant. Unfortunately the history of the individual is lacking.



(ANTERIOR VIEW)

Conspicuous Features

1. Full lips.
2. Large, well-formed ears.
3. Broad lower face contracted above.
4. Small, flat nose.
5. Projecting occiput.



(LATERAL VIEW)

Character from Cast

The vertical forehead indicates memory, benevolence and religious instinct. The large mouth with full lips evidences love of music, sentiment, and love of food. The broad lower face suggests wilfulness. The ear, which is extraordinarily refined in outline and proportions, signifies musical susceptibility and aural memory. The features otherwise are weak; the nose is typically African.

Plate 37
MRS. HILLINGS
Idiot



(ANTERIOR VIEW)

Conspicuous Features

1. Brain almost absent, about one-third normal in size.
2. Mouth unusually gross.
3. Face fleshly and devoid of modeling.
4. Temples extremely contracted.
5. Forehead practically non-existent.
6. Nose, in profile, well-formed.
7. Neck thick and fleshly.

History

Mrs. Hillings, an idiot woman, gave birth to five



(LATERAL VIEW)

idiot children, each of whom, like the mother, had diminutive brains and corresponding intellects.

Character from Cast

Character in this instance is uniformly negative. In fact, it is difficult to describe the character of a person who possessed so little. Grossness, slovenliness, love of food and of drink, laziness, stupidity, animal instincts, coarseness, crudeness and abomination are written in every line except the nose which was the only well-formed and favorable feature possessed by this unfortunate creature.



(ANTERIOR VIEW)

Conspicuous Features

1. Brain extremely small, about one-fourth normal.
2. Chin greatly receding.
3. Ears crude and amorphous.
4. Nose large and aquiline, verging upon the Roman.
5. Forehead contracted in every way.
6. Upper lip greatly abbreviated.



(LATERAL VIEW)

Character from Cast

There is here but slight resemblance to a human being and, as in the case of Mrs. Hillings, it is difficult to describe character where none exists. Absolute imbecility is here revealed. It would be impossible to imagine a more terrible countenance from the standpoint of intellect than this death mask depicts. This is an animal intellectually with a human body.

TEST QUESTIONS ON LESSON XIV

(Before undertaking Lesson XV, be sure you can answer, satisfactorily to yourself, the following Test Questions on Lesson XIV.)

1. *What is claimed by certain writers as to the functions of brain areas? What is the fact regarding the functions of the brain? What is the answer to opponents of phrenology who assert that the shape of the brain cannot be inferred from cranial configuration?*

2. *How has the presence of a prominent frontal sinus ridge been proved to be indicative of traits of character? How is it proved that different portions of the brain signify different traits?*

3. *What is the analogy between the dual makeup of the brain and of the human physical organism? How is an injury to the brain compensated for by its dual form? If corresponding areas in both sides of the brain are injured, what will ensue?*

4. *What does "size" of brain indicate? Is anatomical knowledge of the brain essential to an understanding of its mental capacities?*

5. *To what are the individual purposes of the encephalic centers analogous?*

6. *State briefly the principles of the Gallian System of Phrenology.*

7. *Give briefly the author's objections to the Gallian System.*

TEST QUESTIONS

8. *What important faculties did Gall fail to locate which are located in Characterology? Why cannot the Gallian "organs" be definitely outlined as to location?*

9. *What is the difference between phrenological terms used by Gall and the terms used in Characterology?*

10. *What principles indispensable in character analysis are presented in Characterology which have not heretofore been understood by phrenological writers?*

11. *What great advantage has Characterology over phrenology in cranial diagnosis?*

12. *In what way have errors been developed by writers on phrenology?*

13. *Why do the signs of Characterology also evidence length of life? What factors are to be considered by the analyst in calculating longevity?*

14. *Give some of the longevity indications of the eyes. Of the nose. How are mouth and teeth related to long life? What type of ears favor longevity?*

15. *Why is the neck significant in estimating a person's life expectation? What is evidenced by the hair?*

16. *How does strength or weakness of traits, as evidenced by the cranium, point to long life?*

17. *In what way is the complexion significant? The general physique?*

18. *What are the longevity signs of temperament?*

19. *How is longevity estimated by the author's system?*

20. *Give the ten signs of longevity listed in author's chart. The signs of short life.*

TEST QUESTIONS

21. *Give an illustration of the method of applying the author's system to an individual case, in calculating length of life.*

22. *How can a person estimate his own chances of long life?*

23. *Give the practical value of the characterological system of estimating length of life, to insurance companies and individuals.*

24. *What is the general bearing of habits of life on longevity? Of disposition?*

25. *What do signs of force of character also indicate as to probable duration of life?*

MEMORANDA

MEMORANDA

CHARACTEROLOGY

AN EXACT SCIENCE

IN FIFTEEN LESSONS

LESSON XV

CHARACTEROLOGICAL MISCELLANIES

EDUCATION—VOCATIONAL ADVICE—OCCUPATIONS AND
PROFESSIONS—HEREDITY—PRECOCITY—CRIMINOLOGY
—INSANITY—ETHNOLOGY—ORIGINALITY—INVEN-
TION AND ART—MUSIC AND CHARACTER—SELF-
ESTEEM—WIT AND HUMOR—THE THREE AGES OF
MAN—POETRY—ANIMALITY—ACQUISITIVENESS—
DUAL PERSONALITY—AMBITION—CAUTION—THE
HUMAN RACE—THE FUTURE

The Genius wanders in a forest of strange ideas and wonder-
ful thoughts, and the depth of that forest is limitless.

We meet men of talent who are devoid of energy and men of
energy who are lacking in talent, but the union of talent with
energy is ever a passport to success.

Beyond gold and precious jewels, the most valuable assets in
life are ideas. A brain which can produce ideas is a mine of
wealth, not only to its owner but to all humanity. One who
possesses ideas can at his bidding command all emblems of
wealth.

Ignorance covers the eyes as banks of clouds conceal the sun.
Education will dissipate the clouds of ignorance and reveal the
sunshine of knowledge.

EDUCATION

EDUCATION affects character to a supreme degree,
as it opens the mind to the knowledge of all things
known and gives to youth an outlook upon life which
those who fail to obtain the blessings of mental training
do not possess.

In planning an educational career, natural aptitudes
should be especially considered. If a youth possesses a
memorizing brain, he should select such departments

**EDUCATION A
SUPREME FACTOR
IN FORMING
CHARACTER**

STUDENT'S COURSE IN CHARACTEROLOGY

**RELATIVE STRENGTH
OF MEMORY AND
REASON MUST BE
WEIGHED IN PLAN-
NING A SCHOLASTIC
COURSE**

of instruction as will prepare him for one of the learned professions, such as a professorship, languages, the clergy, law or medicine. If his mind is of the *memo-reasoning* variety, he should concentrate upon scientific studies. If his mind is of the *reasoning* variety and his memory is selective, scientific pursuits are especially applicable, but they should be undertaken from an investigating, experimental, and developing standpoint; and likewise all commercial pursuits which require planning and scheming are then appropriate. *The relative strength of memory and reason possessed by a student should be especially considered in planning a scholastic course.* To this end the list of signs of these fundamental abilities should be reviewed (Lesson XII) and also *the list of traits which apply to different professions and occupations*, in comparison with *a list of the prominent traits* which pertain to the individual under analysis (Lesson IX).

**STUDENTS WITH
CONSPICUOUS SIGNS
OF REASON SHOULD
BE SEGREGATED
INTO CLASSES**

Multiple signs of reason plus those of energy and perseverance indicate originality. A mere cogitative brain is digestive but not original. If schools were founded exclusively for pupils who possessed minds of a reasoning variety, which could be determined from facial and cranial conformation, and if curriculums were selected especially to cultivate originality, a vast number of clever inventors could be developed to advance the progress of the world. From patent office reports, an infinite number of problems could be obtained upon which students could exercise their ingenuity, and thus they could be taught to invent as readily as they are now taught to memorize. Students who show signs of reasoning capacity should be segregated into classes which would be devoted to reasoning pursuits.

Education with the poor should be *eminently practical* and calculated to prepare for some definite occupation in life. Ancient languages, certain branches of higher mathematics and other pursuits should be eliminated.

There are enough practical departments of knowledge, such as are of use in life daily, to be acquired, without wasting the time of those whose time is their sole asset, upon unimportant or merely decorative education. Universal military instruction should be included in the curriculum of all students for the purpose of health and physical culture as well as the safety of the state.

Next to a thorough knowledge of one's own capacities and deficiencies, the prime aim in education should be to develop those faculties which will enable men to become well acquainted with the minds of their fellow men, for it is with men that all men have to contend daily and hourly from birth until death.

THE PRIME AIM OF EDUCATION

Successful men are successful largely because they understand their fellow men and are able to distinguish between different types of humanity. Once a man knows the capacity of his opponent, all else is plain sailing.

There has always been a conflict of opinion as to whether a student should strengthen his strong faculties and neglect his weaker ones, or strengthen his weaker faculties at the expense of the stronger. In the opinion of the author, neither course is exclusively advisable, but the former as a choice is preferable. Most men have a tendency toward specializing, and if they attempt to excel in every way they will fail to do so in any respect.

DESIRABILITY OF SPECIALIZING

As characterology will give young men at the outset of their careers an accurate knowledge of human nature, and as they will thus possess a distinct advantage through life over all competitors, it should be regarded as the most important study in the curriculums of institutions of learning.

STUDENT'S COURSE IN CHARACTEROLOGY

VOCATIONAL ADVICE OCCUPATIONS AND PROFESSIONS

EVERY MAN'S DUTY TO FIND HIMSELF

It is an important and difficult task for every man, early in life, *to find himself*; that is, to discover his own aptitudes and inaptitudes, capabilities and incapacities, and harmonize himself with his surroundings and with life by entering into *that exact business or occupation if possible which accords with his precise personality*. This accomplishment is possible providing extrinsic circumstances do not too strongly intervene.

A man with a capacious and well-balanced brain of satisfactory quality and activity will succeed in either art, music, literature, philosophy, politics, science or finance. Extrinsic *circumstances*, such as education, environment, parental or other controlling influence, *in combination usually casts the die* as to which it shall be. It is not every one who is *so favored that he can pick and choose as to occupation strictly in accordance with natural aptitudes*. A well balanced brain can succeed in many ways.

ADVICE CONCERNING CHOICE OF OCCUPA- TIONS AND PROFES- SIONS IS EXPECTED OF THE ANALYST

Advice is so frequently requested concerning *the choice of occupations and professions* that a brief system is here outlined which can be followed by instructors in reply to such inquiries.

Before giving specific advice the following procedure should be adopted:

PROCEDURE BEFORE GIVING VOCATIONAL COUNSEL

(1) Analyze the character of a subject *minutely* and have such diagnosis *systematically arranged* and, if possible, *typewritten*.

(2) Make inquiries of the subject relative to his (a) age, (b) health, (c) education, (d) social position, (e) financial standing, (f) financial expectations, and (g) responsibilities, *entering into considerable detail concerning such matters*, the object being to obtain complete information regarding *influencing circumstances*, certain of which may be of sufficient importance to be decisive in favor of a particular occupation, *even if natural aptitudes should not wholly accord*.

In conjunction with these considerations, the list of "occupations and professions" that follows should be reviewed and *unless influencing circumstances prevent* the one which harmonizes in *most* respects with a subject's character should be selected.

Those who possess keen memorizing brains will succeed best at professions which require a comprehensive course of study as the accumulation of knowledge *is their specialty*; while others who are of a practical turn of mind will be more adept in commercial pursuits or departments of thought which demand initiative and independent reasoning capacity, and may or may not require extensive literary preparation.

They who have originality and ingenuity should seek experimental, mechanical and scientific pursuits. After analyzing the character of a subject, *the business which he contemplates adopting should be critically analyzed*, the list of traits which especially apply to it noted (see Lesson IX), and those in which his character is deficient should be sedulously cultivated.

A trait which successful men usually possess and in which most unsuccessful men are lacking is *forceful persuasion*, or *persuasive force*, in other words, convincing argumentative capacity.

Failure in life is often caused by *lack of continuity of purpose*, and this results from the presence of several equally strong aptitudes in an individual, so that he does not concentrate but yields to the temptation to pass readily from one occupation to another. A change, however, should be made if it is discovered *after a fair trial* that an occupation selected *is not congenial*, that is, if there is another occupation which might prove more so.

The following list of occupations is given to assist an analyst in selecting a pursuit in which a subject would be most likely to succeed. Manual occupations have not been included, as they are endless in variety, and can be followed more or less successfully by all who are conspicuous for strength of body and limbs. The

**CERTAIN PROFESSIONS
ARE BEST SUITED FOR
THOSE WHO HAVE
MEMORIZING BRAINS**

**PURSUITS FOR THOSE
WHO POSSESS
ORIGINALITY AND
INGENUITY**

**FREQUENT CAUSE OF
FAILURE IN LIFE**

**MANUAL OCCUPA-
TION CAN BE
FOLLOWED BY
ALL POSSESSING
STRENGTH OF
BODY OR LIMB**

STUDENT'S COURSE IN CHARACTEROLOGY

memorizing and reasoning lists below *are neither purely memorizing nor wholly reasoning*, as memory and reason in different degrees pertain to both; but in the one list, memorizing capacity is primarily requisite, while in the other, reasoning ability is especially desirable. Some of the occupations mentioned might apply almost equally to either list, and readers will doubtless differ with the author as to the category in which several occupations and professions should be entered.*

**LIST OF OCCUPATIONS
AND PROFESSIONS
INVOLVING (1) MEM-
ORY (2) REASON**

Memorizing

Instructor (Non-scientific).	Explorer.
Author (Non-scientific).	Actor.
Politician (or reasoning).	Journalist.
Lawyer (or reasoning).	Accountant.
Physician (or reasoning).	Agent.
Surgeon (or reasoning).	Salesman.
Orator.	Secretary.
Poet.	Draftsman.
Musician (Performer).	Clerk.
Historian.	Stenographer.

Reasoning

Inventor.	Printer.
Characterologist.	Instructor (Scientific).
Psychologist.	Author (Scientific).
Philosopher.	Artist.
Astronomer.	Sculptor.
Mathematician.	Architect.
Chemist (Experimental).	Novelist.
Geologist.	Promoter.
Mineralogist.	Merchant.
Naturalist.	Manufacturer.
Botanist.	Engineer.
Musician (Composer).	Machinist.
Banker.	Contractor.
Broker.	Builder.
Publisher.	Farmer.

*See list of traits which pertain to memorizing and reasoning brains, Lesson XII.

Some of the learned professions are all but excluded from adoption by those who possess reasoning minds, owing to the fact that textbooks are frequently super-replete with *an endless list of technical terms*, which brains only of the extreme memorizing variety can retain. *It would be greatly to the advantage of the learned professions if text books were clarified and simplified, so that those who possess normal memorizing capacity but abundant reasoning power could more easily acquire the information therein contained.* The learned professions *require reasoning brains* but they are unfortunately *overflowing with the memorizing type.* A professional man who possesses memory to a high degree but poor reasoning ability is a dangerous man to consult. His judgment is unreliable.

Tests of "practicality" should be required of students before graduating from professional schools, so as to ascertain if they are capable of intelligently applying the knowledge which they have acquired. If "practicality," or *the power of intelligent utilization of knowledge,* was a supreme requisite of graduation a certain percentage of students would not secure their degrees and the world would be protected against incapable practitioners.

Vocational advice by a specialist if secured in time, will occasionally make *a man of renown or a capitalist* out of one who otherwise would plod through life on a mere pittance. A skilled reader of character is *the best* and, in fact, *the only,* sound advisor in such matters. *The value of vocational advice depends upon the advisor's capacity for accurately analyzing the character of one who wishes to locate himself in the exact profession or occupation which is best suited to his inherent capacities.*

**SOME OF THE
LEARNED PROFES-
SIONS ARE ALMOST
PRECLUDED FOR
REASONING MINDS
OWING TO DIFFI-
CULTY OF MEMORIZ-
ING ENDLESS LISTS
OF TECHNICAL TERMS**

**IMPORTANCE OF
VOCATIONAL ADVICE
IN LEADING AN INDIVIDUAL INTO THE
CHANNEL OF HIS
CAPACITIES**

HEREDITY AND DESCENT

Every man differs somewhat both physically and mentally from every other man who ever has lived or ever will live, and furthermore, every man is somewhat like every other man who ever has lived or ever will live;

STUDENT'S COURSE IN CHARACTEROLOGY

ALL MEN POSSESS A NATURAL PHYSICAL AND MENTAL RESEMBLANCE

consequently all men possess a physical and mental resemblance, varying in degree, to each and every one of their myriad ancestors, and they pass down to each of their progeny a resemblance both physical and mental of themselves, and through themselves a resemblance of their ancestors.

Man is a single and simultaneously a multiple personality, for while he is an individual in himself he is composed of physical and mental traits inherited from and therefore like his numerous ancestors. Every physical feature and mental trait which a man possesses has been altered, that is, increased and decreased, combined and divided in strength, as it has descended in its zigzag course to him through the endless chain of his progenitors. Every normal man possesses, through heredity, every physical feature and mental trait which every other normal man possesses, but the proportional strength of different traits in all individuals differs.

Every man inherits in a diverse degree from his parents and therefore in a diverse degree from his father's and mother's strain or line of descent, and further, brothers and sisters inherit in different degrees from different ancestors, and it is this which results in their being unlike in character and appearance from each other.

HEREDITY THE BASIS OF CHARACTER

Man acquires the foundation of his character through heredity, but the superstructure he builds himself. Three-fourths of his personality is received from and through his parents, while the remaining fourth is the result of circumstances, surroundings, conditions and development.

Heredity is accountable for latent capacity; environment gives direction to intellectual growth; health affects temperament; while through education the mental powers are cultivated and become efficient.

If a trait is conspicuous in both parents, it will be present in most of their offspring and prominent in some; when however, it is evident in but one parent, it is

likely to appear in certain children, but not in others. Traits which do not belong to either parent, however, are occasionally found in children, and these are examples of atavism, such dispositions having been handed down from forebears, possibly several generations removed.

Children of youthful parents possess a full measure of energy, coupled with deficient caution, while offspring of older parents usually have abundant caution but insufficient energy. Clever parents occasionally give birth to stupid offspring, so that it would appear that ability may be so profuse in one generation that it will be deficient in the next.

Children usually possess certain features similar to those of their parents, and in a large family, by selecting features from the physiognomy of different children and combining them, composite likenesses can be formed which will have a marked resemblance to their parents. In the same way, likenesses of grandparents can be constructed by combining in one portrait features of different grandchildren.

PRECOCITY

The intellectual faculties are occasionally extraordinarily active in youth, resulting in what are known as prodigies. Thus we find children who have remarkable ability in drawing, painting, languages and music but seldom are they equally gifted in mathematics, economics, philosophy or psychology, which require reasoning capacity and independent judgment, for mature brains only acquire distinction regarding such matters.

Precocity is shown by premature mental development, which results from extreme activity of certain cerebral districts, usually those which refer to memory. Precocity is associated with encephalic irritation, and a highly nervous temperament. It is not infrequently present with those who have suffered from scrofula, rickets and tuberculosis, or with those whose parents have been thus afflicted.

TRAITS OF CHILDREN AS AFFECTED BY HEREDITY

PRECOCITY INDICATES PREMATURE MENTAL DEVELOPMENT

**PRODIGIES SHOULD
BE RESTRAINED IN
THEIR MENTAL
ACTIVITIES**

Precocity suggests that the brain may be in a state of mental excitement bordering upon collapse. The minds of precocious children should be allowed to mature before they are permitted to undertake serious mental work, and consequently, prodigies should not be encouraged but held back, or unusual ability is apt to leave them early in life and life itself will be brief. There is a saying that "those who are men among boys are apt to be boys among men." The precocious resemble plants which grow rapidly and wither as quickly.

CRIMINOLOGY

**COMPLEXITY OF
CRIMINALITY**

Crime is physiological, psychological, and pathological; physiological, for the reason that criminals are constitutionally adapted for the crimes which they undertake; psychological, because a particular variety of mind harmonizes broadly with each criminal type; and pathological as it is owing to morbid affections of the brain that men frequently adopt crime as a profession. Criminals do not invariably display in their features their precise criminal tendencies any more than do business men disclose in a similar manner their precise vocations, but the general department of crime to which they belong is usually apparent. Thus, a rogue of small size, slender build and fleet of foot becomes a pickpocket on account of his ability to escape by running away; while a powerful ruffian prefers to attack his fellow man face to face, and accomplish his end by violence.

**THE CRIMINAL FOL-
LWS HIS PHYSICAL
AS WELL AS MENTAL
BENT IN CHOOSING
HIS PARTICULAR
CRIMINAL CALLING**

There are those who are possessed of mental alertness and others who have mental power. The former are the "confidence men" of our cities, quick of thought and glib of tongue, who gain a victim's trust before robbing him, their plans being quickly made and smartly executed; while the latter are men of astuteness, who plan their crimes skilfully, falsify books, and carry on their nefarious practices for years before detection.

Clever thieves, however, are trapped at last, and yet prospective thieves are born every hour. Thieves have *confidence in themselves*, and over-confidence is usually their undoing. The forced expression of frankness and innocence that is frequently assumed by a rogue and the perfect alibi face which he cultivates are indices of his propensity.

The stage villain is usually represented with a swarthy complexion, black eyes, shaggy eyebrows and strong, irregular features. Rogues of this description in real life will accomplish their ends at all hazards. Crime, however, is so clearly stamped upon their countenances that their victims are not so numerous as would be supposed, and the majority of this type pass their lives in jail.

Even when signs are largely against crime, it occasionally results from the juxtaposition of circumstances, conditions and surroundings, such as evil associates, lack of education and adverse influences in youth.

In viewing the "Rogues' Gallery" at one of the great American penitentiaries, it was apparent to the author that many criminals are so repulsive in appearance on account of their abnormal, subnormal, or degenerate features, that they could with but difficulty obtain honest employment, and accordingly they follow the only other path open, that of dishonesty. They have to choose between starvation or crime, the latter leading to jail.

Although criminals do not invariably exhibit conspicuous signs of their calling, a selection of some of the following physical characteristics are usual with them:

- (1) Small brains.
- (2) Low, concave foreheads.
- (3) Narrow foreheads.
- (4) Large, staring eyes.
- (5) Small eyes close together.

**THIEVES POSSESS
SUPREME SELF-
CONFIDENCE**

**CRIMINALS ARE
OFTEN SO REPULSIVE
IN FEATURES THAT
THEY CANNOT OB-
TAIN HONEST EM-
PLOYMENT AND ARE
DRIVEN TO CRIME
FOR A LIVELIHOOD**

**USUAL PHYSICAL
CHARACTERISTICS OF
THE CRIMINAL**

STUDENT'S COURSE IN CHARACTEROLOGY

- (6) Piercing, dull, shifty, slanting or squint eyes.
- (7) Bloodshot eyes.
- (8) Eyes which are unmated as to color, size or height.
- (9) Shaggy eyebrows.
- (10) Crooked noses.
- (11) Small snub noses.
- (12) Crooked mouths.
- (13) Thick lips or lipless mouths.
- (14) Ears with jagged edges.
- (15) Ears without lobes.
- (16) Ears without convolutions.
- (17) Heavy and broad lower jaws.
- (18) Lean, haggard faces.
- (19) High cheek bones.
- (20) Extreme pallor of skin.
- (21) Coarse skin.
- (22) Coarse hair.
- (23) Abundant freckles.
- (24) Long arms.
- (25) Broad, hard palms.
- (26) Strong, stubby fingers.
- (27) Heavy, large bones.
- (28) Bent posture and a slouching gait.
- (29) The postero-lateral district proportionally much broader than the antero-lateral.

SEVERAL SIGNS MUST BE PRESENT TO EVIDENCE THE CRIMINAL INSTINCT

Taken *singly* these signs do not symbolize crime, for many of them are possessed by eminent men, but *when several are present simultaneously* they evidence a criminal instinct. Combine all these signs in one person and there would result a typical portrait of the arch enemy of mankind.

The question is often asked, "Can a characterologist discover whether a man is honest or dishonest?" Unless *the antero-superior district* of the brain, which betokens morality and trustworthiness, or *the antero-lateral*, which

indicates reason and caution, is well developed and therefore in control, numerous signs of shrewdness, of over-vaulting ambition and force suggest dishonesty. People who are repulsive to look upon are often untrustworthy. Their looks preclude honest endeavor.

One must not imagine that through a knowledge of characterology it will be possible entirely to avoid dealing with the unworthy, for they are on every hand, and in all trades and walks in life, and consequently transactions with them are frequently necessary; by *expert knowledge* of character analysis, however, one can usually discover the trend of a man's mind and thus avoid being defrauded. A man who is systematically dishonest can deceive most people on one occasion or another, but he can seldom perseveringly follow a criminal career without sooner or later betraying himself. Men who consider themselves deep and clever, who think they can see through other people, but imagine that their own motives are impenetrable, frequently become criminals. It is strange how honesty and dishonesty often blend so that a person who would scorn to be dishonest in one way will readily be so in another, and it is difficult to understand how he who is scrupulously trustworthy in affairs of importance will at times be dishonest in regard to trifling matters. Clever rogues are often the personification of virtue and honesty on ordinary occasions in order to fortify their reputations for chosen opportunities, when the full force of their fraudulent natures is displayed.

The translation of motives requires psychological acumen. Thus, if a man makes a statement which subserves his own selfish interest, and he emphasizes that statement repeatedly and forcefully when the true arguments in the case are plainly to the contrary, it can safely be inferred that such statement is not only contrary to the truth but that the speaker is aware of the fact, in other words is dishonest.

**CHARACTEROLOGY
REVEALS DISHONEST
TENDENCIES**

**THE SYSTEMATIC
CRIMINAL SOONER
OR LATER BETRAYS
HIMSELF**

**CLEVER ROGUES
CONCEAL THEIR
DISHONESTY BY
DISPLAYS OF VIRTUE
ON ORDINARY
OCCASIONS**

DISHONEST INCLINATIONS EVIDENT IN FEATURES AND CRANIUM

An inclination towards honesty or dishonesty is evident in both the features and the cranium; furthermore, an astute observer of men can usually distinguish truth from falsehood by the expression of the eyes, the inflection of the voice, and by conduct.

Vice and crime, unless established in the character, are not perceptibly depicted in the countenance. A single lie, theft or irregular conduct would not affect the features, nor would such be the case unless such speech or action had become habitual.

A high and broad forehead, with the eyes of normal size and well apart, testifies to trustworthiness, and such a face is appropriately called "an open face."

THE HONEST MAN BEARS THE STAMP OF HONESTY ON HIS FEATURES

An honest man appears honest, for virtue stamps its mark upon the features as surely as does vice. Vicious people look, talk, smile and act viciously; their entire personalities are impregnated with depravity.

Dishonesty and crime are the result of:

CAUSES OF DISHONESTY AND DEPRAVITY

- (1) Heredity.
- (2) A poorly balanced brain.
- (3) A diseased brain.
- (4) Lack of education and of religious training.
- (5) Degrading surroundings.
- (6) Evil companions and example.
- (7) Lack of self-control.
- (8) Unrestrained ambition.
- (9) Love of luxury.
- (10) Dissipation.
- (11) Self-assurance and conceit.
- (12) Unwillingness to work.
- (13) Latent or partial insanity.

Ninety per cent of criminals possess not over 40 per cent intelligence. Therefore, if the people of the country who average less than 40 per cent in intelligence were uniformly educated by the government, a large part of the crime which transpires would cease. Education will

correct crime and end strikes and disturbances of all kinds, if developed broadly and practically to a sufficient degree.

From a skull, when crime is suspected, the head and face of its former possessor can be built up, for the purpose of identification, by one who is skilled in facial anatomy, so that the likeness of the original owner will be apparent. The color of the eyes, hair and complexion should be known in order to make the resemblance striking. The color of the wax used by the artist should be carefully selected. In this way crime, years subsequently, can be detected, as the head thus developed would be recognized by relatives or acquaintances if when finished it resembled the one in outline and detail to whom the skull was supposed to have belonged originally.

INSANITY

Maladies and delusions, such as are usual with the insane, are the result of over-developed or under-developed encephalic districts, or are caused by pressure of the skull upon some portion of the brain, by a tumor, or by damage to a particular area of the brain; consequently, knowledge of the traits which pertain to the various cerebral districts, which in excess or deficiency may accompany mental disability or even insanity, cannot fail to be of interest to the alienist. If a physician observes that a patient is suffering from undue excitement or extreme depression in regard to religious matters, he should note the relative development of the antero-superior and coronal areas, as they refer when prominent to religious tendencies, and likewise inquire if the subject has at any time received a blow, or an injury to those portions of the brain. In case of uncertainty, a careful examination of the cranium should be made, as a scar might thus be revealed which was the result of some forgotten accident. In case the subject is given to undue worry regarding offspring, real or imaginary,

**THE DELUSIONS OF
INSANITY DUE TO
LESIONS OF THE
BRAIN**

**THE PARTICULAR
DELUSION OF THE
INSANE MAY REFER
TO AN INJURY TO
A CERTAIN BRAIN
CENTER**

**MENTAL AILMENTS
CAN BE RELIEVED
BY LOCATING THE
DISEASED CRANIAL
DISTRICT**

**DISORGANIZATION
OF BRAIN MEANS
DISORGANIZATION
OF MIND**

the postero-central district should be scrutinized, for when highly developed it betokens love of children. If he is uncontrollably aggressive, the postero-lateral region which refers to this trait should be examined.

If a subject is absurdly conceited and obstinate, the degree of development or possible damage to the supero-posterior district, which indicates self-esteem, might account for the trouble. If he is excessively analytical and argumentative, the antero-lateral district, which denotes reason, should be investigated and its relative proportions to other districts considered. Thus mental ailments according to their kind can in turn be brought under investigation, and by means of trephining in case of pressure upon the brain, or by incision, or possibly excision of diseased brain matter if abscesses are discovered, mental ailments can be treated and cures effected. This method of diagnosing mental disorders has not been invariably successful in the past, owing largely to dependence upon incorrect craniological data. The author's charts showing a systematic revision of cerebral districts will be of value in such investigations.

When the spirit is operating through a diseased brain, as is the case with the insane, it is not the mind which is deranged, but it is owing to disorganization of the instrument, the brain, that the mind is prevented from operating rationally.

Many people although not *actually* insane are mentally defective, and such a condition usually harmonizes with and is evidenced by facial or cranial contour or by expression of countenance. When people possess objectionable traits *to an uncontrollable degree*, they are not quite sane. Ungovernable temper with insufficient cause, also an abnormal glitter of the eyes and the habit of looking askance, are not unusual signs of defective mentality. The insane or partially insane are likewise frequently markedly suspicious.

ETHNOLOGY

Just as the features of individuals vary, so also do those of nations, races and tribes. Thus the natives of India have tall, narrow heads, are possessed of superior memories and are among the most religious people on earth. The Germans have broad heads, and they are pugnacious. The French, Italians and Spaniards have clean-cut regular features and dark complexions, and they are artistic, refined and musical. With the English, the Roman nose is usual, implying aggressiveness and the desire to command. The Americans have broad foreheads and prominent perceptive and they are renowned for originality and invention. The Chinese have small concave noses and are deficient in combativeness.

An individual of any nationality is somewhat typical of the nation to which he belongs, but a composite portrait of a number of persons of a given nation will more accurately represent the national type. Racial peculiarities are evidenced by physiognomical, phrenological, pathognomical and temperamental signs. There is such a diversity in the appearance of different types of people and such a difference in their mannerisms and speech that it is possible for a shrewd observer to locate almost the exact portion of the earth in which a person has been born or bred, and to designate the nationality of his ancestors. When a man possesses features which are typical of a particular nation, it is likely that he has inherited them from ancestors, possibly remote, belonging to that nation.

Variety in racial physiognomy is due to heredity and is the result of differences in customs, diet, climate, education and surroundings, as is illustrated in the Caucasian, Mongolian, Malayan, American and Ethiopian races.

ORIGINALITY AND INVENTION

Originality is the rarest gift which is bestowed upon man. Ninety-nine per cent of human beings pass their

**RACIAL VARIATIONS
OF FEATURE AND
CRANIUM ACCOMPANY
CORRESPONDING
VARIATIONS OF
TRAITS AND
TEMPERAMENT**

**NATIONAL TYPES
ARE REPRESENTED BY
COMPOSITES OF
INDIVIDUALS RATHER
THAN THE SINGLE
INDIVIDUAL**

**VARIETY IN RACIAL
PHYSIOGNOMY IS
DUE TO HEREDITY**

STUDENT'S COURSE IN CHARACTEROLOGY

**HARDLY ONE PER
CENT OF THE HUMAN
RACE POSSESS ORIG-
INALITY OF MIND**

lives in exchanging platitudes, while a fraction of one per cent is occupied in the production of knowledge for the benefit of the other ninety-nine.

**INVENTORS NOT
ALWAYS MARKEDLY
ORIGINAL**

A brain which is not especially original, however, may happen upon new ideas, perchance, to the extent of invention, but such an occurrence is exceptional, just as a man who is not a mineralogist might by accident discover a nugget, success being attributable to luck. Inventors in consequence do not *invariably* possess marked signs of originality. A person who merely stumbles upon a valuable idea is more accurately speaking a discoverer than an inventor, and a certain percentage of inventors should be thus classified. Inventors of this type are, however, becoming rare as most of the simple inventions have been accomplished.

**DISCOVERY AND
INVENTION NOT
SYNONYMOUS**

Discovery and invention should not be confounded. Discovery, in the usual acceptance of the word, does not require originality, for it means the obtaining of information in regard to that which is in being, while invention results in the acquisition of knowledge concerning matters which have previously existed only in the realm of the vast unknown.

**ATTRIBUTES OF
THE DISCOVERER
AND OF THE
INVENTOR**

Discoverers are well equipped when they possess perseverance, energy, and education; while inventors require in addition, imagination, originality, profound reasoning capacity and accurate judgment. Discovery located the sources of the Amazon and the Nile; invention produced wireless telegraphy and the electric light. An inventor is consequently vastly superior to a discoverer in mental equipment, although results in either case may be of supreme value to humanity.

**AN ORIGINAL MIND
IS A CREATIVE MIND**

An original mind has creative power, which is more than equivalent to a vast store of knowledge, for it can conjure out of the unknown and produce upon demand that which is required, without reference to authorities, while the possessor of a memorizing brain stands helpless unless the precise information wanted happens to

be upon the tablets of his memory. While a memorizing brain is earning a living, an original mind will win a fortune.

For a person to be deeply original, to be a profound thinker or a great inventor, the brain should be large and uniformly broad, giving imagination, constructive talent and reasoning capacity; the jaws fairly broad, giving force and perseverance, the forehead of good height but not vertical, also signifying reason; the antero-inferior district should be well developed, referring to perception and comparison, and the eyes medium or small, indicating deep thought. Medium blond signs are more favorable to originality than the brunet coloring, although there have been clever inventors of dark complexion. This is due to the fact that brunet coloring, wherever found, implies Southern ancestry, and Southerners, owing to climatic conditions, are inclined by heredity to be lethargic, a trait which inventors do not possess. The pronounced blond coloring likewise is not so favorable to originality as the medium blond, for the reason that the former bespeaks an ancestry (perhaps remote) from the far North, where again extreme climatic conditions are adverse to imagination and initiative.

The possessors of original minds are commanders in the ranks of thought, while memorizers are foot soldiers who follow whither reason leads. When originality appears upon the mental horizon, the genius is not far distant.

Imagination is the spirit of invention; it conceives mentally that which does not exist materially, and when based upon sound premises produces contrivances of every kind for the everlasting benefit of humanity.

An inventor is self-centered and individualistic, for his occupation is seeking knowledge within his own brain, and not gleaning ideas from others. Books of reference do not possess the sub-surface knowledge of which he is in search.

SIGNS OF ORIGINALITY

POSSESSORS OF ORIGINAL MINDS ARE COMMANDERS WHILE MEMORIZERS ARE FOLLOWERS IN THE RANKS OF THOUGHT

**THE INVENTOR
VERSUS THE
DREAMER**

Inventive ability is present in proportion to the variety and profundity of the intellectual powers. The imaginings of a dreamer are impractical, because they are not built upon sound foundations; while the true inventor, who rises above mere theory into the fields of rationality, exhibits mental powers of a vastly superior grade. There are thus two kinds of original thinkers, the rational and the irrational; the majority belong to the latter category and this accounts for the great number of impractical devices which are patented annually. An inventor must possess imagination, but unless his brain is well-balanced, and judgment is sound, irrational theories will crowd the mind and practical results will not eventuate.

Ideas with an inventor are not unlike an intermittent spring; at times they flow and then again they cease to flow. When the brain is tired, invention is impossible; rest, however, stimulates it into constructive activity.

Work with an inventor is contemplative, digestive and synthetical. He may not conceive more than one markedly valuable idea in the course of his life, but if he accomplishes this, he has made his contribution to the store of world knowledge. The majority accomplish less.

A person who cannot think other than others have thought cannot do other than others have done. He who discovers or invents nothing hands no new knowledge down to posterity.

**A VALUABLE IDEA
IS A PRICELESS GIFT
TO HUMANITY**

Among the precious gifts from divinity to humanity, a valuable idea is the most precious. *Ideas are often too big for men with small minds to grasp.*

Invention depends upon thought. Thought is mental vision. Thought out-distances the telescope, and surpasses the microscope in magnification. It constructs all things great and small. It travels through infinite space in its concepts. It outrivals the speed of electricity, of light and of the planets, its transition to whatever distance being instantaneous.

Thought adds new knowledge to the store house of the mind. To think clearly, concisely and profitably, man must learn to think, and this most men know little about.

Great minds travel by devious ways. It is only a mind of unusual power that can peer into the complexity and confusion of life and conceive new ideas, which, when developed lead to success. Improbabilities with inventors gradually develop into probabilities; probabilities into certainties. Certainty is the ultimate test of probability. There is no such thing as certainty until an event has transpired. If great men hesitated at the improbable, many of the remarkable inventions of the world would not have been realized. It is a supreme satisfaction to a scientist and an original thinker to attack a so-called impossibility and transform it first into a probability and then into a certainty.

One of the greatest pleasures of life is its rivalry. *To enter a specific plane of endeavor and succeed against all competitors is great, but to encompass new fields of investigation and win against not only all living men, but all men who ever have lived, is an accomplishment.* This is the accomplishment of the inventor and the genius.

When followed to its ultimate, conservatism is the suicide of progress. It then becomes the tomb of ambition, energy and expansion. *A sifting of all things that are old should be encouraged, that dry rot may not gather in the wheels of progress. Conservatism is the bane of many great institutions of learning.*

To cut loose from conventionality, from form, from stale, thread-worn opinions and launch out into the Great Unknown, to be a free man and pursue independent thought, is a difficult undertaking, and one which but few essay. The shackles of public opinion are strong. They are usually all but unbreakable. They have been worn so long that they have grown into the flesh of mankind, and are difficult to remove. These shackles prevent people from thinking for themselves, for, as men

**TO THINK CLEARLY
AND PROFITABLY,
MAN MUST LEARN
TO THINK**

**TO PURSUE INDEPENDENT
THOUGHT
IS A DIFFICULT
UNDERTAKING**

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fear to adopt novel procedures, why should they think? Thought becomes superfluous, a waste of time. Thought with an inventor refers to the incubation of the unknown.

The library of humanity is housed within walls of brick and stone, the library of the inventor, within the walls of unending space; it is coëxistent with eternity.

INVENTION AND ART

INVENTION DEPENDS
ON THE POWER
TO VISUALIZE

Invention depends upon the power to visualize that which has no existence in reality. This ability is at the foundation of constructive talent.

Art is the expression of the imagination. It is a striving after the sublime. It is the idealization of thought. It is inspiration, and only too often it is the disappointment of hope. Art is the reflection of the soul transcribed upon canvas, hewn in marble or cast in bronze.

MANY GREAT
INVENTORS HAVE
BEEN ARTISTS

There is frequently a striking similarity in the appearance, facial and cranial, of the inventor and the artist, for the latter, if original, is an inventor. Harmony is the essence of invention, and also of art, and it is thus the controlling influence with both the inventor and the artist. Invention relates to the discovery and development of new ideas, mechanical or otherwise; in other words, to originality in methods, designs, compositions, contrivances or color schemes. Many of the great inventors have been artists, and artists have developed from inventors, the similarity of their mental equipment enabling them to follow either pursuit and to change from one to the other. Leonardo da Vinci is an example of a great artist who was also an inventor.

Successful achievement is the outcome of *harmony*. Art is harmony *in form*. Music is harmony *in sound*. Poetry is harmony *in words*. Dancing is harmony *in motion*. Science is harmony *in ideas*. A machine is harmony *in material construction*. Failure is the result of inharmonious thought.

When an artist's head is broad in the anterior portion and of medium height, the brain active and the indications of memory are inconspicuous, he will show originality in his productions. If his head is high and narrow, or his features point to superior memorizing powers, he will portray nature or objects accurately, but his productions will lack individuality, which means that he will be a copyist of one variety or another. An artist who is choleric in temperament is inclined to be an impressionist, for impatience abhors detail; while if phlegmatic, he will be a detailist, as those who are slow, precise and cautious have patience and time for minute finish.

Art and music are complementary, for an artist who does not appreciate music is not a soulful artist, and a musician who does not love art cannot be sympathetically harmonious in his productions. The following signs are possessed in common by the original artist, the musical composer and the inventor:

- (1) A large, broad brain of fair height (reason and imagination).
- (2) Prominent perceptive (immediate decision and power of comparison).
- (3) Medium or small eyes (contemplation, perception and caution).
- (4) Broad jaws (perseverance and industry).

Memory for detail is shown by prominence (fullness) at the root of the nose; this sign is conspicuous with both artists and musicians of high standing.

The ability which an artist possesses in the application of color schemes, in which rich pigments are employed, can be inferred from the darkness of his complexion, hair and eyes, blond signs referring to a preference for neutral shades. Blonds are indigenous to the North, where colors in nature are mostly neutral, while brunets are indigenous to the South, where colors in nature are strong and brilliant. The medium blond complexion

SIGNS OF ORIGINALITY IN THE ARTIST

SIGNS POSSESSED IN COMMON BY THE ORIGINAL ARTIST, THE COMPOSER, AND THE INVENTOR

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QUALIFICATIONS OF A SUCCESSFUL PORTRAIT PAINTER

signifies inventive and constructive talent, but not judgment of colors.

A successful portrait painter or sculptor should be capable in the following respects:

- (1) Ability in the selection of subjects.
- (2) Good at posing.
- (3) Good at modeling.
- (4) Capacity for idealizing.
- (5) Originality, perseverance, and confidence.

As there are but few artists or sculptors who at once possess all of these qualifications, there are but few great painters or sculptors in the world.

MUSIC AND CHARACTER

MUSICIANS ARE OF TWO CLASSES, COMPOSERS AND INTERPRETERS OF MUSIC

Music refers to aural harmony, art to visual harmony. Individuals ordinarily concentrate upon music *or* upon art, although exceptionally a person is gifted in both music and art. Supreme capacity in these two respects, however, is unusual. Musicians are of two classes, composers and interpreters; the former produce that which the latter reproduce; and again they can be divided into the Northern or intellectual and the Southern or soulful.

The variety of music which a person prefers is an index to his character. That of Bach and Beethoven is profound and is appreciated by highly educated people, especially by Northerners. In contrast with this is the music of the South, which is filled with pathos and appeals directly to the heart.

THE MUSIC OF NORTHERN RACES CONTRASTED WITH THAT OF SOUTHERN RACES

German music is constructive and proceeds largely from the brain. Its effect is reminiscent of the grand roar of a mighty river while Southern music is like unto the rhythm of a flowing mountain stream; the one commands attention, while the other touches the heart and is supplicative and winsome.

The music of the Germanic races is the outcome of and

influenced by the great war songs of their ancestors. This accounts for its power and impressiveness, while the songs of the Latin races have been inspired by the song birds of the great Southern forests.

Northern tunes appeal more especially to blonds, while those in whom brunet signs predominate prefer Southern music. Forceful, aggressive people love warlike music; the religiously inclined choose melodies which are soft and solemn; while those who are of a jovial disposition enjoy mirthful tunes.

Music is the expression of the soul, and the variety preferred depends upon the type of mentality of the listener, which is exhibited by facial and cranial conformation and by the complexion. Even among those who are both music lovers and skilled interpreters of the art an ideally musical face is exceptional, but *great composers* possess a selection of the following features and physical characteristics:

- (1) Ears that are large, broad, thin, and stand out from the head. Convolutions prominent.
- (2) Breadth of the antero-lateral district.
- (3) Prominent perceptive.
- (4) Breadth between the eyes.
- (5) Broad, finely chiseled nostrils with thin alæ.
- (6) Medium strong jaws.
- (7) Greco-Roman or slightly arched nose.
- (8) Dark hair, eyes and complexion.
- (9) Large mouth with full lips.
- (10) Well-rounded neck.
- (11) Full chest.

**SIGNS POSSESSED BY
GREAT COMPOSERS**

Referring to the Musical Ear in Detail

- (1) A large ear is more musical than a small one.
- (2) A thin ear is more musical than a thick one.
- (3) A broad ear is more musical than a narrow one.
- (4) A pale, bloodless ear evidences poor circulation, and is deficient in sensitiveness and musical appreciation.

**DETAILS OF THE EAR
REFERRING TO
MUSICAL ABILITY**

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(5) Ears which stand out from the face are more musical than those which lie flat.

(6) Ears with prominent convolutions are more musical than when convolutions are inconspicuous.

That prominent ears are super-sensitive to sound can be tested by pressing one's ears forward when at the opera or theatre, or when a lecture is in progress, and by subsequently holding them close to the head; in the former case it will be discovered that hearing capacity is greatly increased while in the latter it is proportionately lowered.

The author has never met a person with large, broad, thin, projecting, well convoluted, shell-like ears who did not possess extraordinary love of music, if not musical talent.

If a violin or harp were constructed of thick material, it would be useless for musical purposes, and this same rule applies to the ear. *There has never appeared in print an accurate description of the musical ear as above set forth*, the omission being accounted for by the fact that so few, even among musicians, have typical musical ears, although other compensating signs of music are present.

It should be possible to infer the musical ability of a singer with as much confidence by observing the conformation of the ears, nose, tongue, lips, mouth and throat and the complexion, as it is to estimate the combative powers of a pugilist from the size and strength of his arms, shoulders, legs, neck and chest. Thus:

(1) The ears, according to their size, outline, thinness and refinement, reveal musical receptivity.

(2) The nose and mouth, if large, refer to free ingress and egress of air in singing.

(3) The tongue in size and shape has to do with the regulation of air as it enters and leaves the mouth and thus affects tone and volume.

THE MUSICAL EAR,
LIKE THE MUSICAL
INSTRUMENT, IS
DELICATE IN
CONSTRUCTION

SIGNS OF ABILITY
IN SINGING

(4) The lips act as a resonator and megaphone in enlarging and decreasing the volume of sound in speaking and singing.

(5) The size and proportions of the throat and chest denote lung capacity.

(6) The brunet complexion refers to pathos and sentiment, the medium blond to power.

Referring to the Musical Mouth in Detail

(1) A large mouth is more musical than a small one.

(2) Lips of medium thickness are more musical than those which are thick or thin. Thick lips refer to love of music but not to musical expression.

(3) Red lips are more musical than those which are pale or anæmic.

(4) A mouth which turns up slightly at the sides is more musical than one which slants downward, as the former refers to sympathy and mirth.

(5) Lips which are tightly shut or slant inward are not musical, as severity of disposition is thus indicated, which is contrary to sympathy.

(6) A tenor has a high roof to his mouth, a bass singer a low one.

A full volume of sound accompanied by clear and distinct enunciation cannot be delivered except by a large well-proportioned mouth, nor can a mouth be of the highest quality for singing if the tongue is thick and broad since a tongue of such proportions lacks agility, which is requisite for clear and rapid enunciation, and furthermore, it prevents free ingress and egress of air from the lungs in speaking and singing.

The following details are also of interest:

(1) Bass singers are usually of brunet complexion.

(2) A long hand, with muscular, square-tipped fingers, is desirable in performing upon the piano or harp, although

**SIGNS OF THE MOUTH
REFERRING TO
MUSICAL ABILITY**

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**ORIGINAL COMPOSERS
HAVE ONLY AVERAGE
MEMORIES BUT
POSSESS REASONING
ABILITY AND CON-
STRUCTIVE TALENT**

**BRUNETS GREATLY
PREPONDERATE OVER
BLONDS AS LOVERS
OF MUSIC**

**CONCEIT IS
REVEALED IN THE
COUNTENANCE**

there have been pianists and harpists who have not possessed this variety.

Composers who show marked originality in their productions have only average general memories, but they have reasoning capacity and constructive talent; their eyes are not large and do not protrude, which is the case with all inventors.

A composer of music who is possessed of a superior memory is more or less of a plagiarist, as he is lacking in originality. It is one whose memory is not general nor of the highest class who is gifted with special talent for original composition.

A delineator should be cautious in assigning musical talent to blond subjects unless there are several signs of music present, for while blonds enjoy music they are not inherently so musical as are brunets. Eighty per cent of deep brunets are lovers of music, while hardly 20 per cent of blonds, except among Germanic races, are equally so. This is due to the fact that Southerners, from whom brunets the world over are descended, have had centuries of leisure, basking in the warm climate of the South, in which to develop a taste for music and, furthermore, music harmonizes with lethargy; while Northerners, as a class, have for generations been occupied with the more practical affairs of life which do not tend toward development of musical talent.

SELF-ESTEEM

Conceit, when strongly marked, is written in unmistakable signs over the entire countenance. It is evident in the walk, in gesture, speech, laughter, glance of the eye, in costume, and in every imaginable way. The most conspicuous sign of this trait is a perpetual self-satisfied smile when there is nothing to smile at. The craniological sign of self-esteem, namely, prominence of the supero-posterior district, is insufficient evidence in

itself upon which to base a decision, as indications are so frequently balanced or contradicted by other signs. Convexity of the bridge of the nose, square jaws, a tightly shut, lipless mouth, piercing eyes, prominence of the chin, a loud confident voice, and the choleric temperament are signs of self-esteem. Forceful features accompany self-esteem and weak features show deficiency in this respect. A man of ordinary capacity but with abundant self-esteem will often be mistaken for a clever man, while one with a great brain but lacking in this trait will be passed by as of slight consequence. Multiple signs of self-esteem refer to conceit.

It is strange that individuals who have the least to be conceited about are usually the most conceited, while those who possess true greatness or marked ability are modest in mind and deportment. This is possibly a wise provision of nature, for were it otherwise, weak-minded individuals would be crushed by the consciousness of their own shortcomings, and the truly great would be unapproachable. Small men are more conceited than those who are large, and homely women frequently are more conceited than the beautiful. Forceful features which are not supported by strong mentality, indicate conceit. Force is often mistaken for mental capacity. As ability decreases conceit increases.

Self-esteem, but not to the extent of conceit, should be possessed by all men, for he who does not believe in himself will find no one to believe in him. Self-respect begets respect on the part of others, while humility develops contempt. Most people are assessed at their own estimation of themselves. It occasionally takes time to unmask those who are conceited; to the characterologist, however, who is versed in the signs, recognition and measurement of this trait is immediate. Lack of experience is a concomitant of conceit.

**CONCEIT USUALLY
EXHIBITED BY THOSE
OF SLIGHT ABILITY
WHILE MODESTY
MARKS THOSE OF
TRUE GREATNESS**

**SELF-ESTEEM, A
DESIRABLE TRAIT
AND NECESSARY
TO SUCCESS**

WIT AND HUMOR

**THE FACULTY OF WIT
INDICATES AN ACTIVE
BRAIN AND KEEN
PERCEPTION**

Wit is the kernel of wisdom. It is rarely that one finds a person who is witty, whose judgment is not above the average. Wit indicates an active brain and keen perception.

Wit, like a sharp knife, goes to the core of matters. It is brief, pointed and excoriating. Wit is a weapon which shrewd men make use of with telling effect and this applies especially to the legal profession. Wit is met with among all classes, but when it appears a clever mind is revealed.

**HUMOR SHOULD
NOT BE MISTAKEN
FOR WIT**

Humor should not be mistaken for wit. A man possessing a small brain and average mentality may be humorous and possibly brimming over with good cheer, but he will seldom be witty, for a large, broad and active brain of high quality is requisite for the production of wit. Humor implies exuberance of spirits, while wit may or may not include humor. Wit without humor is called "dry wit," which, owing to the very absence of humor, is extremely effective. "Humor is less intellectual but more sympathetic than wit."

A memorizing brain may appreciate and repeat humorous anecdotes, but it is not in itself witty, for owing to a high development of memory, originality of thought upon which the production of wit depends is absent.

**WIT EVIDENCES
SUBTLETY OF MIND**

Wit evidences subtlety of brain, and consequently it is almost invariably an asset of the genius. The American Indian seldom laughs or smiles and he has been rightfully called the most stolid of human beings, and this is accounted for by the formation of his brain, which is contracted in every dimension. His features, which are massive and strong, manifest aggressive force but not intellectuality.

A serious character is signified when the eyebrows, the eyelids, the sides of the mouth and the tip of the nose slant downward. When, on the other hand, they

slant upward, the character is cheerful; while if certain features point downward and others upward, the character is mixed and is serious and humorous according to circumstances.

The following signs refer to wit:

- (1) A large super-active brain.
- (2) Broad forehead, slightly receding.
- (3) Short face.
- (4) Short, tip-tilted nose.
- (5) Mouth large with medium full lips.
- (6) Eyes small and partially closed.
- (7) Eyebrows of medium height.
- (8) Eyes and mouth which turn upward at sides.
- (9) Wrinkles which radiate from the sides of the eyes.

- (10) Prominent perceptives.
- (11) Chin somewhat receding.
- (12) Medium complexion, hair and eyes.
- (13) Physique of medium height and broad.
- (14) The choleric temperament.
- (15) Few signs of memory.

One who is witty reasons quickly. Children as they have developed reasoning powers to but a slight extent are frequently humorous but seldom witty. Humor subsists upon wit borrowed or original. Humor plus reasoning capacity develops wit.

The following signs imply lack of wit:

- (1) Small or narrow head.
- (2) High contracted forehead.
- (3) Large, wide open eyes.
- (4) High, arched eyebrows.
- (5) Long, narrow nose.
- (6) Small mouth with thin, tightly closed lips.
- (7) Eyes, eyebrows and mouth which slant downward at sides.
- (8) Long, prominent chin.

SIGNS REFERRING TO WIT

SIGNS IMPLYING LACK OF WIT

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- (9) Brunet complexion, hair and eyes.
- (10) Tall, slender physique.
- (11) Phlegmatic and melancholic temperaments.
- (12) Multiple signs of memory.
- (13) Deliberate speech and action.

BREADTH OF FACE DENOTES WIT AND HUMOR

Vertical contraction of the face and features, in other words, a short, broad face, denotes wit and humor; while vertical expansion, that is, a long face and long features, accompanies a serious character. On the other hand, lateral expansion of the face and features, namely, a broad face and broad features, suggests wit and humor; while lateral contraction, or a narrow face, signifies a serious disposition.

THE THREE AGES OF MAN

MATURITY AND YOUTH

Some men are adults mentally although youthful in years; others are but youthful mentally while mature otherwise. Man has three ages:

- (1) His actual age.
- (2) His physical age, which refers to his bodily preservation and activity.
- (3) His mental age, which has to do with cerebral capacity.

Actual age is statistically interesting, just as the hands of a clock are of interest in indicating what portion of the day has passed.

Physical age is especially to be considered in deciding suitability for manual occupations.

INTELLECTUALITY FREQUENTLY DEVELOPS WITH AGE

Mental age is to be regarded in the employment of assistants, clerks and operatives of intellectual capacity. In the selection of employees many employers place too much emphasis upon the actual age of applicants, which is an error, as men past sixty frequently possess higher intellectuality and greater ability than those who are under forty. Intellectuality occasionally does not reach its zenith until towards the close of a long life.

POETRY

The production of poetry is dependent largely upon memory and is evidenced by a capacious brain. Poets frequently have high, narrow foreheads. Breadth of brain, when present in a poet, demonstrates reasoning capacity and originality of conception. Memory for words and musical susceptibility, coupled with cogitateness, are requisite in the arrangement of rhymes; while reason, except to a mediocre extent, is seldom essential. Poetry is a compromise between music and prose and may refer to the sublime, the ideal and the theoretical, but rarely to the practical. A poet is a dreamer of dreams, a prose writer is a thinker of thoughts.

CHARACTEROLOGICAL
ATTRIBUTES OF
THE POET

ANIMALITY

As intellectuality increases, animality decreases; as animality increases, intellectuality decreases. A balance of these qualifications is ordinarily desirable, for as animality and intellectuality are complementary, development of either in excess is usually at the expense of the other and is therefore detrimental to a harmonious personality. One who is physically weak is lacking in animality. Normal physical development is necessary to constructive intellectuality.

A BALANCE OF
ANIMALITY AND
INTELLECTUALITY
IS DESIRABLE

ACQUISITIVENESS

Most people exhibit acquisitiveness by being collectors in one sense or another. Thus there are:

- (1) Those who collect friends.
- (2) Those who collect money and objects.
- (3) Those who collect ideas.
- (4) Composite collectors.

ACQUISITIVENESS
AS EXHIBITED IN
COLLECTORS

The first class is found among persons who are continually seeking popularity; the second embraces capitalists who hoard money, and connoisseurs who accumulate curios and objects of *virtu*. The third class includes

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students, instructors and savants who spend their lives in storing knowledge. Lastly, there are composite collectors, who are the most numerous and who do not specialize but are miscellaneous in their acquisitive tendencies.

DUAL PERSONALITY

ALL MEN ARE DUAL IN PERSONALITY

Men are possessed of dual personalities, favorable and unfavorable; with some, favorable traits are in control while with others the converse is the case. Practically all people exhibit their double selves upon different occasions. Desirable characteristics *belong* uppermost, and consequently one who habitually displays evil traits has his personalities reversed.

AMBITION

AMBITION STIM- ULATES MEN TO ENDEAVOR

Ambition stimulates men to endeavor, thus causing the world to move forward. Some aspire to achieve great deeds, to pass their names down to posterity as useful members of the human family, while others are satisfied to allow the golden sands of time to run through the hour glass of eternity while they are merely striving to enjoy themselves in all manner of trifling ways. Ambition can be cultivated or neglected. Those who are possessed of energy develop their God-given powers while others endeavor by excuses to condone lethargy and lack of effort

CAUTION

CAUTION RESULTS FROM TIMIDITY

Caution results from both timidity and reason. In the former instance, it is shown by prominence of the antero-superior and postero-central districts, which are feminine districts and refer to memory, and in the latter by prominence of the antero-inferior and antero-lateral districts, which are masculine and indicate reason.

In the game of life men hold certain trump cards which they count upon to achieve success. Such cards are shrewdness, energy, perseverance, knowledge, capital,

personality, health, confidence, caution, influence, and the ace is judgment. Judgment usually decides success. One should not be discouraged if progress in life is slow at first, but should bear in mind that small successes added together make a great success and thus is ambition realized.

JUDGMENT DECIDES SUCCESS

THE HUMAN RACE

Before man appeared the earth was being prepared for him, vast coal fields, oil and natural gas supplies, chemicals and minerals of every kind were being produced, and stored within the earth for his use throughout the millions of years in which he will dominate life in its multifarious forms.

NATURE, LIKE THE SCULPTOR, DESTROYS AND REMODELS

Circumstances, conditions and surroundings, both great and small, have influenced and ultimately determined the types of development of all living creatures, but the three major influences have been, (1) climatic, (2) the securing of food with the least endeavor, and (3) protection against enemies.

Nature in its continuous destruction and reconstruction of life is suggestive of the sculptor who repeatedly destroys his clay figure and remodels it until finally he produces the perfect standard at which he aims.

It is by means of the continual rebirth of mankind that perfection in the human species is gradually being achieved, each generation being a link which connects the beginning of life with man as he will be in his ultimate perfect condition, which joins the protoplasmic past to the seraphic future, which binds the finite that has been with never ending time, which joins infinity with eternity and realizes immortality.

THE FUTURE

As humanity advances in civilization, the rebirth of the race will be artificially controlled. The promiscuous birth of undesirable offspring will be curtailed and ultimately stopped. War will cease, inventions of marvelous

THE FUTURE AND CIVILIZATION

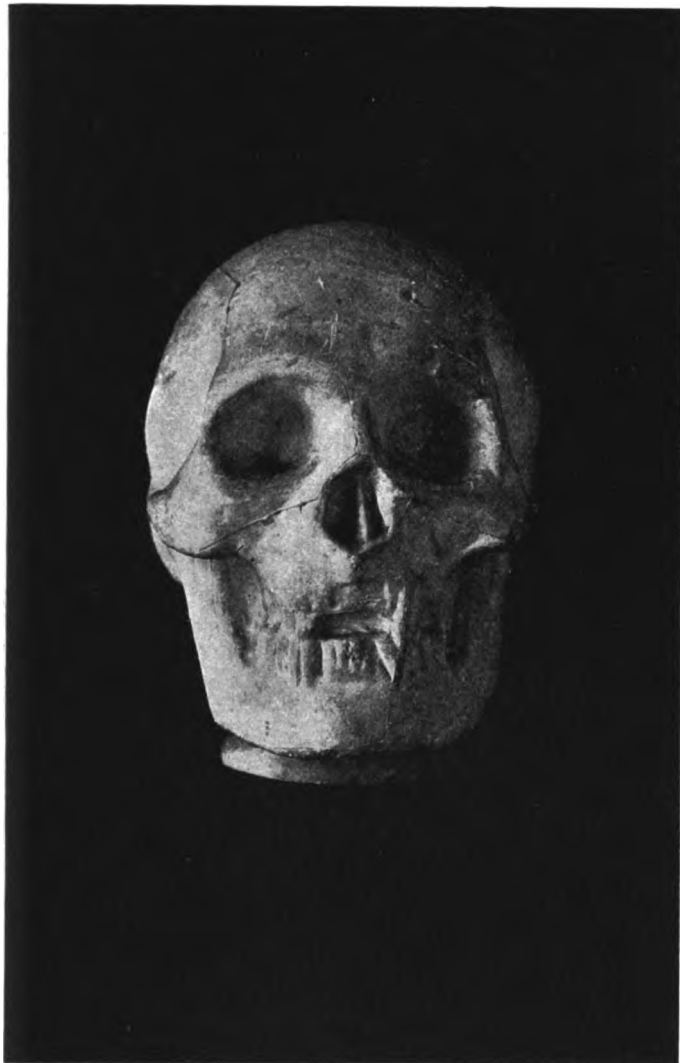
**MECHANICAL AND
CHEMICAL METHODS
OF THE FUTURE WILL
AID THE STUDENT
OF CHARACTER**

importance will accrue. Health will improve. Enemies of mankind will be eliminated. Life will lengthen.

Mechanical or chemical methods of examining in life the configuration and action of all the internal organs of man including his brain will some day be perfected and thus added data may be given to the character analyst with which to expand diagnosis. By means of the X-ray the bony framework of the body can at present be traced and by the introduction of bismuth the operation of the digestive system can be observed. Other equally important inventions will ultimately open to sight the entire hidden viscera of man and the action thereof. Thus far external examination only has been of value to the student of character but the internal organism, in due course, may add its quota of signs of character to the external indications at present available. The more signs of character there are the simpler will diagnosis become.

Plate 39
ROBERT BRUCE
KING OF SCOTLAND—1274-1329

Lesson XV—Page 39



(ANTERIOR VIEW)

Conspicuous Features

1. Remarkably heavy, square jaws.
2. Unusually low crown to the head.
3. Prominent perceptive.
4. Strong, protuding chin.

History

Bruce (1274-1329) was the hero of the Scottish War of Independence. He was crowned King in 1306. In 1314, with thirty thousand troops; he totally defeated the English army of one hundred thousand at Bannockburn. He died of leprosy in 1329.



(LATERAL VIEW)

Character from Cast

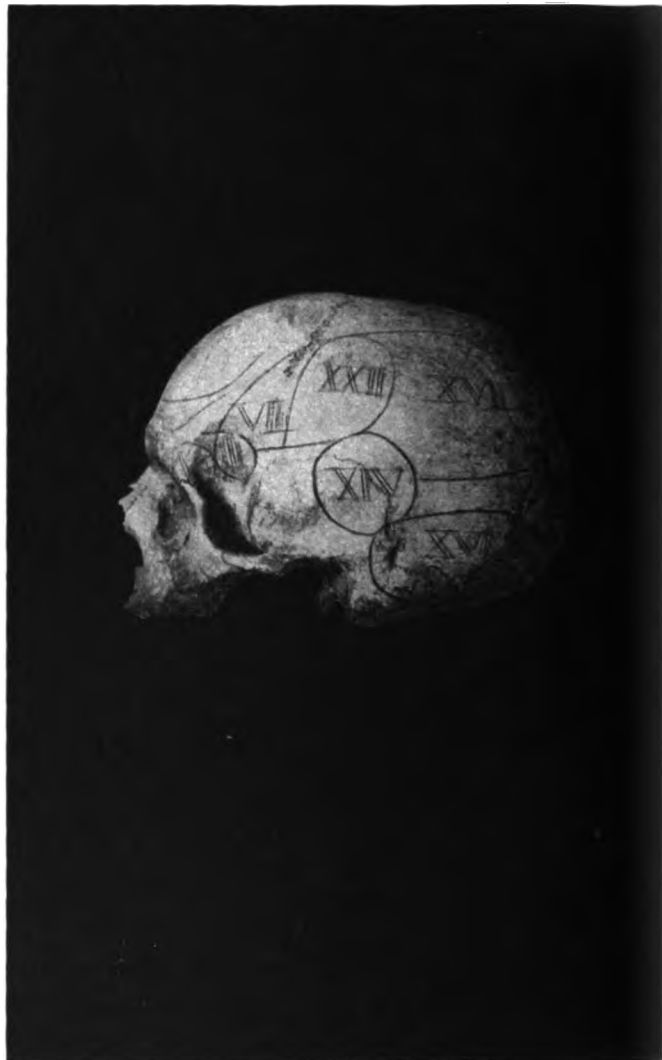
This skull is remarkable for the lowness of the crown, for the extreme angle of recession of the forehead and also for the prominence of the perceptive. The powerful, square jaws and projecting chin indicate that the character of Bruce was adamant. It seems strange that the cranium here shown could have belonged to an occupant of the throne of Scotland. In that early day, however, centuries ago, low brains were probably the rule rather than the exception.

Plate 40

PHRENOLOGICAL SKULL



(ANTERIOR VIEW)



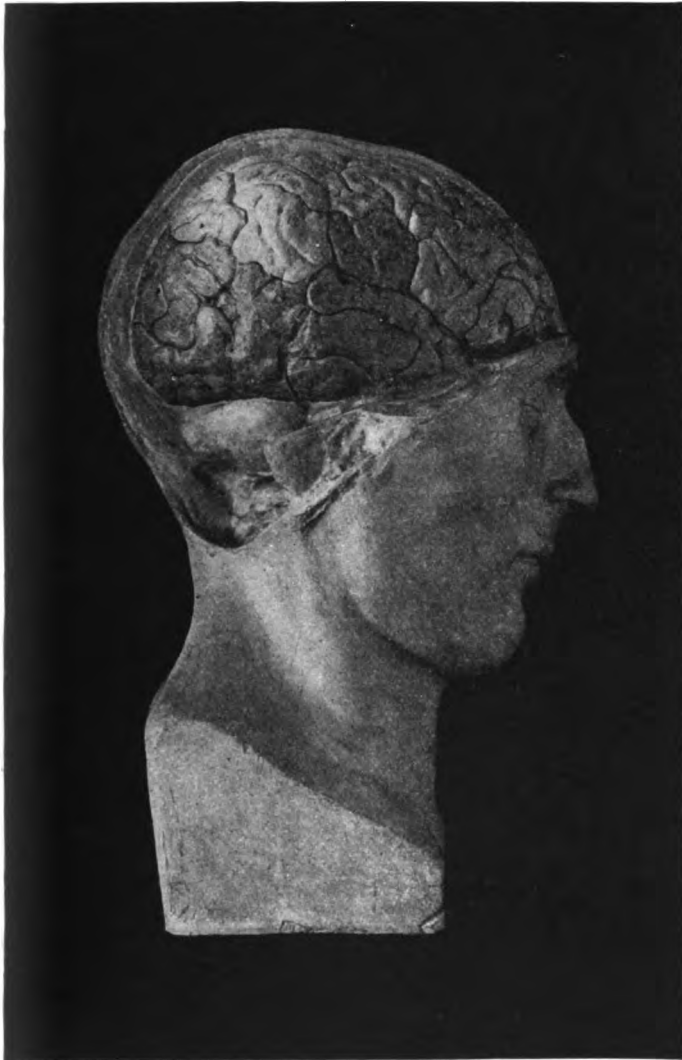
(LATERAL VIEW)

This phrenological skull is a highly prized souvenir, dating back a century or more to the early days of phrenology; it was possibly engraved for Gall or Spurzheim, while they collaborated in the development of phrenology. It undoubtedly belonged to a person high in the ranks of the early phrenologists. It will be noticed that the organs are clearly and beautifully etched and numbered.

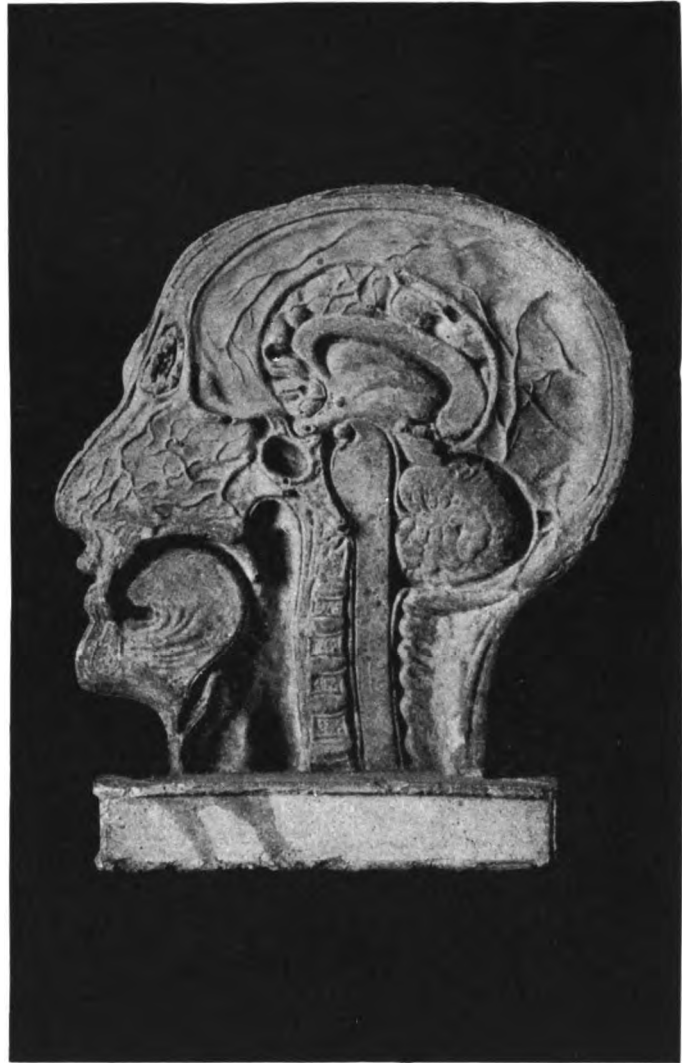
There were twenty-seven organs located by Gall which were increased to thirty-five by Spurzheim, and as there are but twenty-two engraved upon this skull it is apparent that it antedates the disagreement and separation of Spurzheim and Gall. Subsequently, the number of organs was increased to forty-two. Practically every well known writer upon ancient phrenology slightly altered the outline and arrangement of the organs as

established by Gall, although they remained substantially the same as to general location and area. Some of the old titles of the organs sound strange today, such as cunning, murder, haughtiness, feeling, configuration and reverence.

Ludovico Dolcé, the Venetian craniologist and physiognomist, from whom Gall possibly derived his early conceptions of phrenology, located (in 1562) nine facial and cranial centers which were named as follows: (1) Sensus, (2) Fantasia, (3) Imagina, (4) Vermis, (5) Cogitativa, (6) Estimativa, (7) Memorativa, (8) Olfactus, and (9) Gustus. Dolcé's locations were fanciful and theoretical and did not bear the test of practice as was the case also but to a lesser degree with those of Gall, Spurzheim and their followers.



(LATERAL VIEW—EXTERIOR)



(LATERAL VIEW—INTERIOR)

The extreme complexity of the mental organism, the brain, is here illustrated. The exterior view *on the left* shows the elaborate and peculiar convoluted construction of the encephalon, and the interior sectional view, *to the right*, exhibits the cerebrum or greater brain above and the cerebellum or lesser brain in the lower posterior portion of the cranium, also the medulla oblongata, the upper enlarged portion of the spinal cord. The corpus collosum, or band of white matter which unites the hemispheres of the cerebrum and also the frontal sinuses, or hollow air spaces, between the frontal tablets of the cranium just above the root of the nose and the eye sockets, are shown.

The upper portion of the spinal column, within which

the spinal cord is encased, is exhibited and the manner in which the tongue is curved up and contained within the cavity of the mouth and chin. The lips, nose, throat, and vocal passages are shown which are interesting to those who follow music or oratory as a profession and therefore should be concerned regarding the mechanical apparatus of sound.

The cranium or skull with its surrounding integuments of skin and hair form a protecting cushion against damage to the brain case, the skull, and hence to the brain itself, which is the throne room, senate, house of representatives, and supreme court in which all matters which are presented to the mind for consideration are decided.

TEST QUESTIONS ON LESSON XV

1. *In giving vocational advice, what procedure should be followed?*
2. *What professions are best suited for those who possess memorizing brains? What for those having originality and ingenuity?*
3. *Name five specific occupations or professions involving memory. Five involving reason. Why are some of the learned professions almost precluded from reasoning minds?*
4. *What three classes of traits accompany criminality? Why does the criminal follow, usually, his physical and mental bent? Why are some men forced to follow a life of crime or dishonesty?*
5. *Give ten physical signs of criminality. How must signs be taken in judging criminal character?*
6. *Can characterology alone always reveal the criminal? How are dishonest inclinations made evident? How is honesty of character made evident?*
7. *Give five common causes of dishonesty and depravity.*
8. *To what are delusions of the insane due? What is indicated craniologically by a particular delusion of the insane?*
9. *How can mental ailments be relieved?*
10. *What is indicated regarding the mind by disorganization of the brain?*
11. *What is the relation between racial variations of features and variations of traits and temperaments?*
12. *Is originality of mind a common trait in human beings?*
13. *Are inventors always of original minds? Explain the distinctions between discovery and invention.*

TEST QUESTIONS

14. *What physical attributes accompany originality of mind?*

15. *What distinguishes the practical inventor from the dreamer?*

16. *What is the relation between invention and art?*

17. *What signs are possessed in common by the original artist, the composer, and the inventor?*

18. *What are the qualifications of a successful portrait painter?*

19. *What are the two classes of musicians? How does the music of Southern races contrast with that of Northern?*

20. *Give five signs possessed by great composers. Give some details of the ear referring to music. Of the mouth as indicating singing ability. Of the mouth referring to musical ability.*

21. *How is conceit evidenced? What are the signs of self-esteem? Is self-esteem a desirable trait?*

22. *What is the distinction between wit and humor? Name the indications of a cheerful mind. What are some indications of seriousness?*

23. *Give five signs of wit. Five signs implying lack of wit.*

24. *What are the three ages of man? What are the characterological attributes of the poet? In what relation do animality and intellectuality usually evidence themselves in human beings?*

25. *What four classes of collectors are there? Are all men of dual personality? What is the highest exhibition of force of character? How does ambition affect men's acts? What is another name for caution? How is Nature likened to the sculptor?*

SKETCH OF L. HAMILTON McCORMICK

AUTHOR OF "CHARACTEROLOGY—AN EXACT SCIENCE."

L. HAMILTON McCORMICK, author, inventor and scientist, was born in a stone residence on the northeast corner of Indiana (now Grand) Avenue and Cass streets, in Chicago, May 27, 1859. The population of the city in that year was 95,000. He was the youngest of the family of four of Leander James and Henrietta Hamilton McCormick and the grandson of Robert McCormick of Walnut Grove, Rockbridge County, Virginia, who was a genius in many ways, among his inventions being harvesting machinery of various kinds and for different purposes. His father, Leander J. McCormick, came to Chicago in 1848 and was a partner with his brothers, Cyrus H. and William S. McCormick, for many years, in the manufacture of harvesting machinery. In 1874 he presented what at the time was the largest refracting telescope in the world to the University of Virginia.

Mr. McCormick, the subject of this sketch, escaped from the great Chicago fire of 1871. He received his education principally at Phillips Academy, Andover, and at Amherst College, graduating in the class of 1881. He afterwards took a course in law at Columbia Law School in New York City and subsequently studied architecture also in New York City. After finishing his education he traveled extensively in the United States, Europe, Northern Africa, Mexico, Central America, Yucatan, the West Indies and the Bermudas. In 1886, while touring in Europe, he met Miss Constance Plummer, the daughter of Edward Plummer, Esq., of "The Firs," Canterbury, England, whom he married, February 15, 1887. They have had three sons, all of whom were officers in the World War.*

Mr. McCormick has been an inventor from childhood and has been devoted to art as a collector and as a sculptor. He is the author of "Characterology," which has been his main life work, published by Rand McNally and Company, Chicago, 1920, likewise of a "Student's Course in Characterology," 1921. He has also written extensively upon various philosophical and psychological topics.

At the age of fourteen he invented a non-pickable door lock. While at college he made several inventions; namely, two automatic car couplers and a ballot box to register votes and prevent fraud at the polls. His principal sport in youth was boxing. He was one of the founders of the Amherst Chapter of the "Beta Theta Pi" Society. After graduating at Amherst he resided for several years as a bachelor in New York City, where in addition to taking law and architectural courses he made numerous inventions, but devoted most of his time to his life-long study of Character Analysis. He also varied his work by forming a large and important collection of paintings, curios, old armor, ancient pottery, old ivories, primitive glass ware and *objets d'art* while living in London, where he passed seventeen years subsequent to his marriage.

His art collection is of the Italian, the early English and the old Dutch schools, of which he possesses about 200 examples. During his life he has made over a hundred inventions and has taken out many preliminary and some final patents. He enjoyed inventing, but having inherited ample means he did not seek pecuniary profit thereby. Among his inventions might be mentioned aeroplanes and an aerial torpedo, motorcycles, eyeglasses for looking backward while motoring, a watch which records the time the world over, an electric rotary brush, an electric rotary razor, an apparatus for locating the approach of vessels in a fog at sea, a boat which will not rock in rough water, a quadricycle to lessen vibration upon rough roads, an hydroplane for skimming over the surface of the water, an ambulance to prevent shock or vibration to its occupant, an audiphone for theatre use, a water cycle, a scheme to bridge the English Channel, and finally at the end of the Great World War an improvement in war tanks, which invention was offered to the Government, but too late for acceptance owing to the Armistice which ended hostilities.

During the war he conferred with the executive departments of the government at Washington regarding various matters of moment, financial, military and naval, such as amortizing the national loans and placing Liberty Bonds on a currency basis, an improvement in submarines, a proposal for government subsidy of ships passing through the German war zone, etc.

In sculpture his principal works were a three-quarter-life sized statue entitled "Sapho" and one of "Victory," also a figure emblematic of "The Birth of a Spirit." Among other topics which the author has dealt with in his writings are Longevity, Genius, Criminology, Education, Insanity, Ethnology, Music, Poetry, Dual Personality, Power of the Will, Wealth, Politics, Philosophy, and Religion.

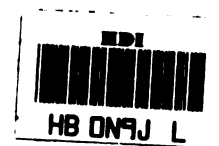
*For details concerning parentage and ancestors, see "Ancestral Record and Biography," by L. J. McCormick, Chicago, 1896, also "Genealogies," by Henrietta Hamilton McCormick, Chicago, 1894, which volumes are in the library of the Chicago Historical Society.

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